

FIG. 1A

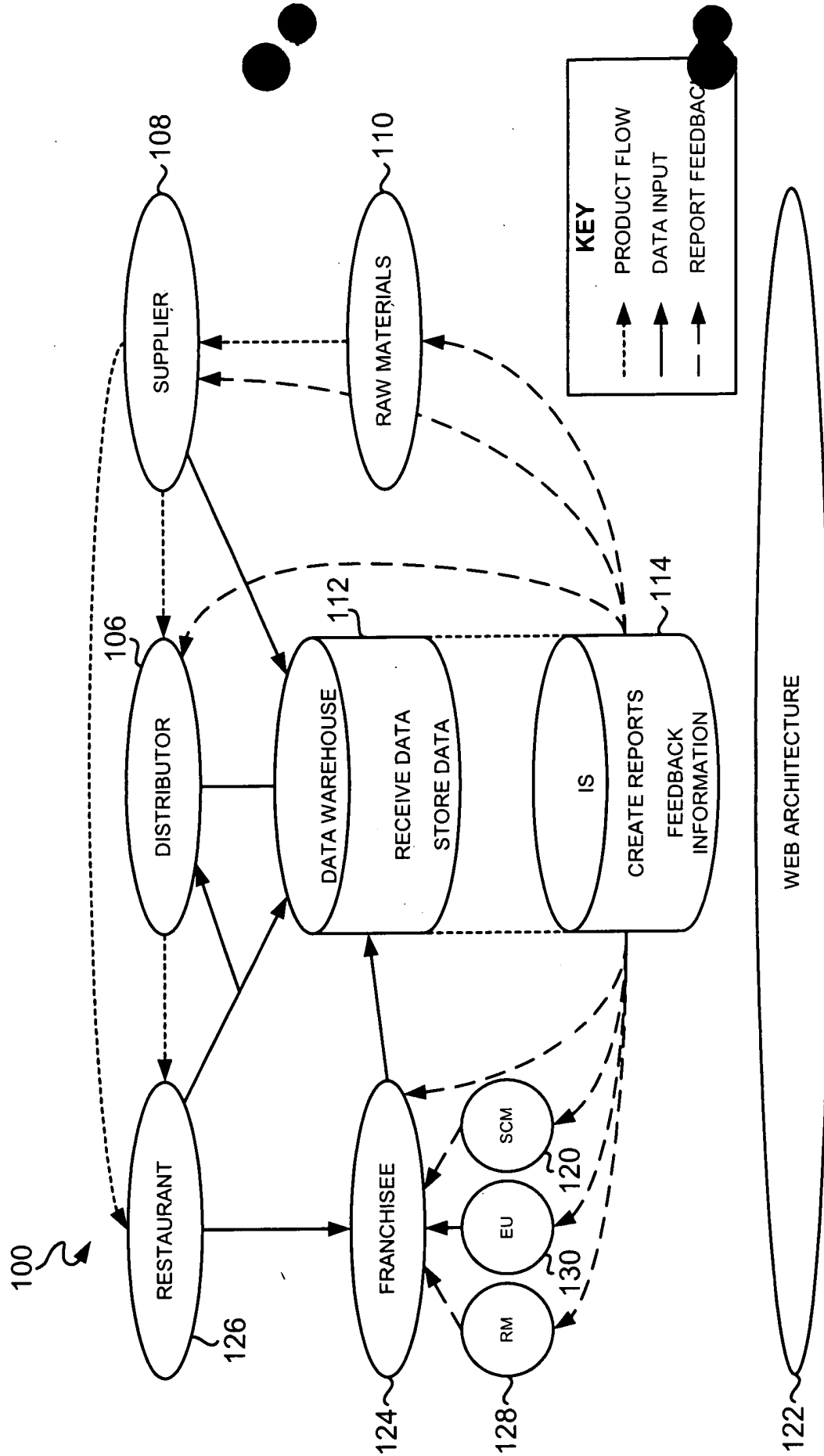
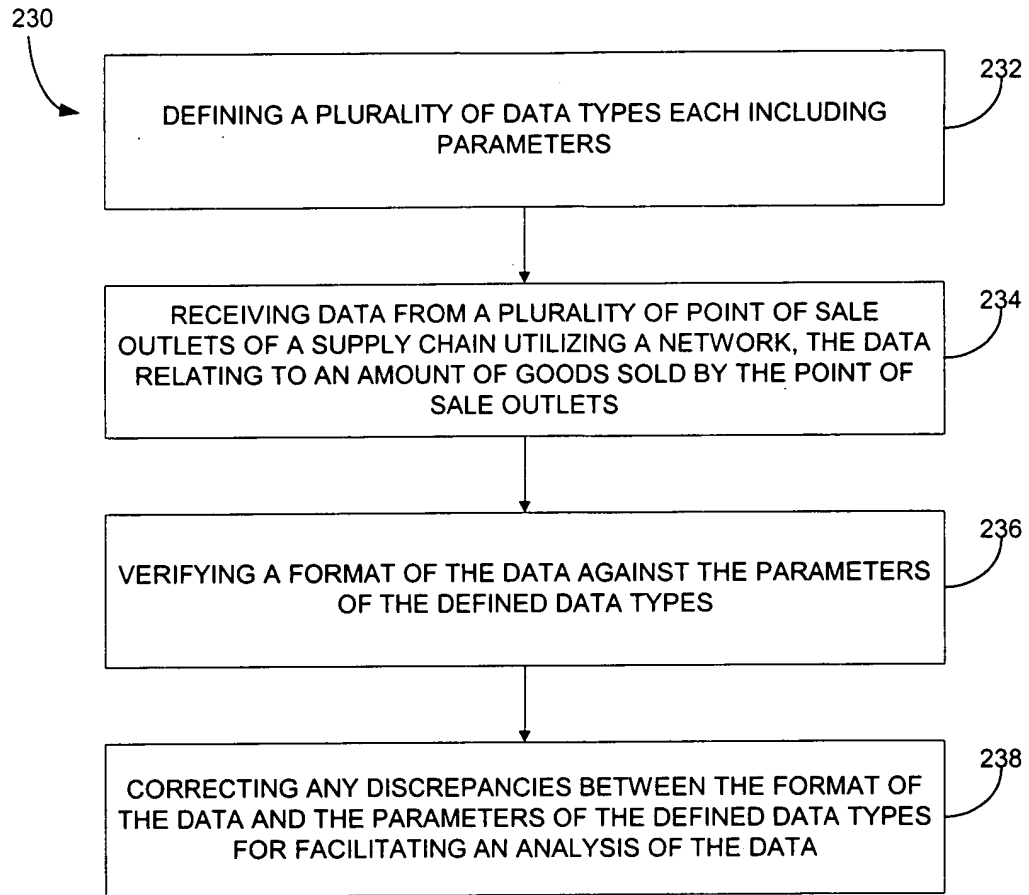
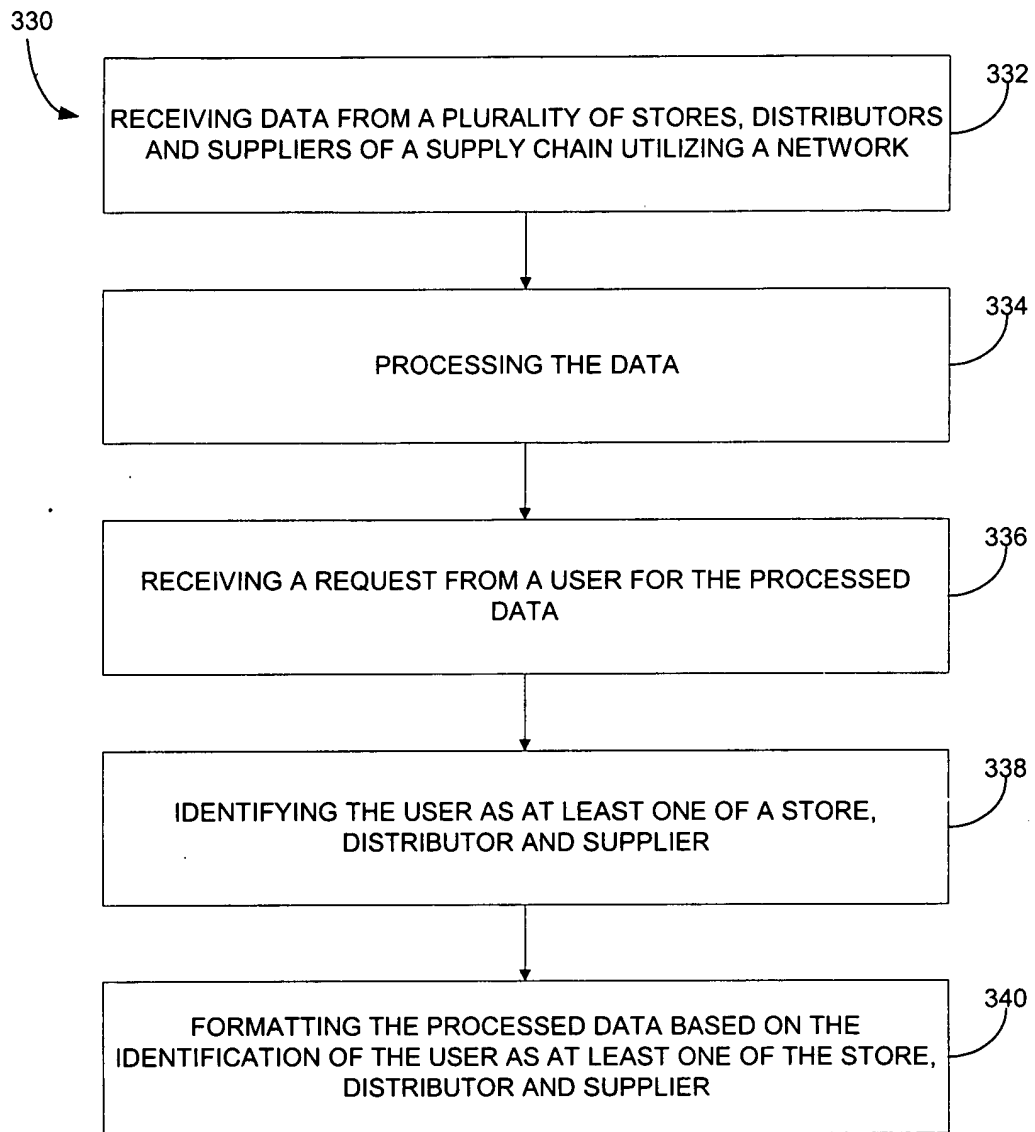


FIG. 1B



**FIG. 2**



**FIG. 3**

FIG. 4

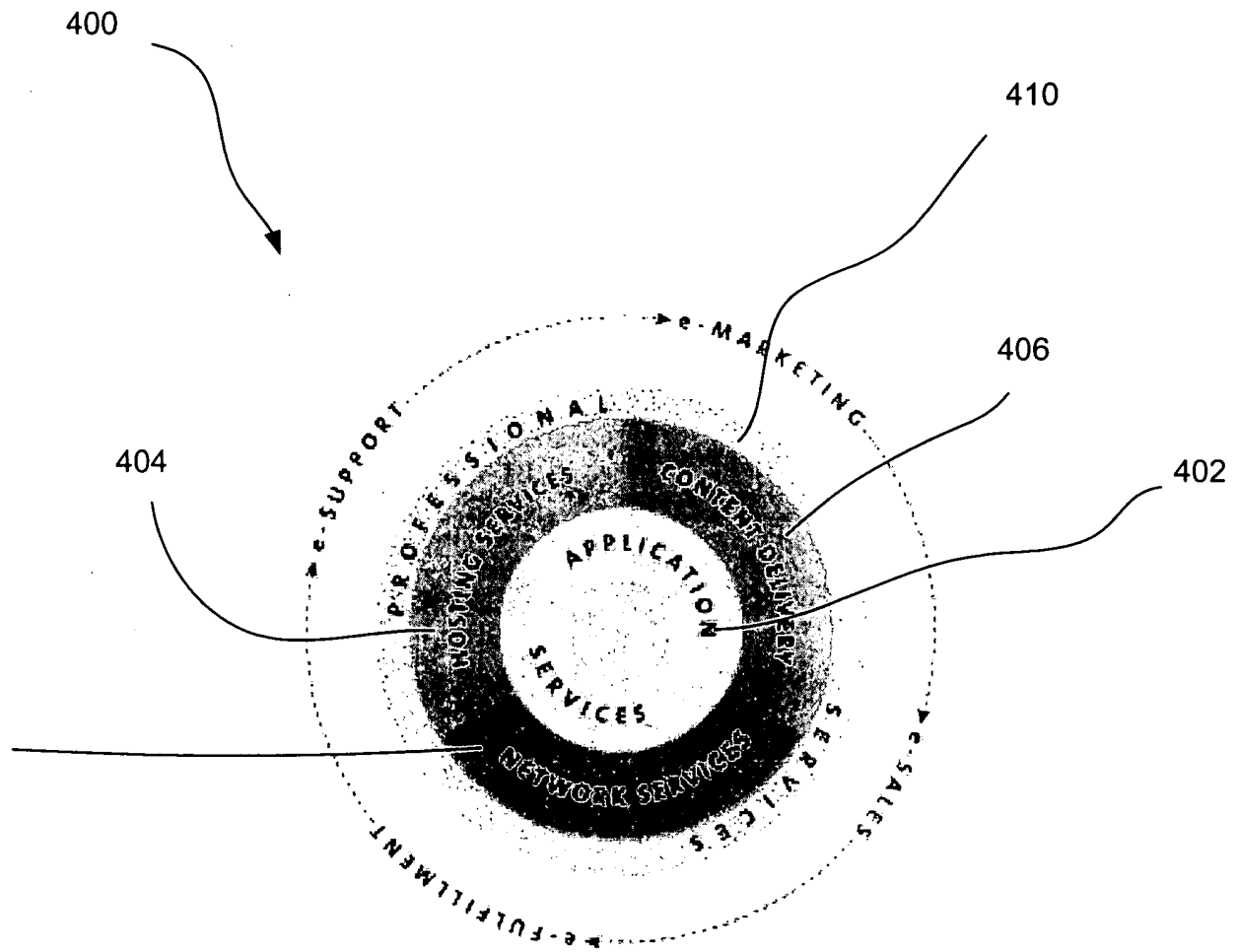
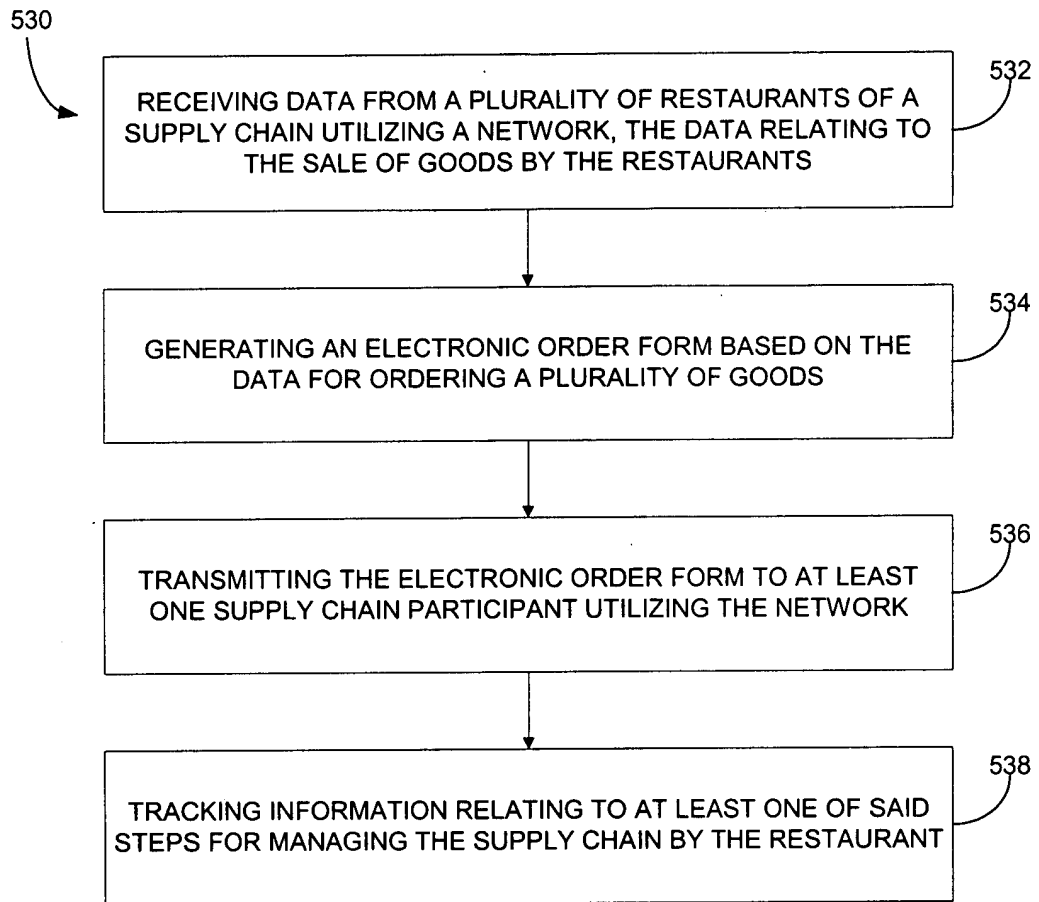
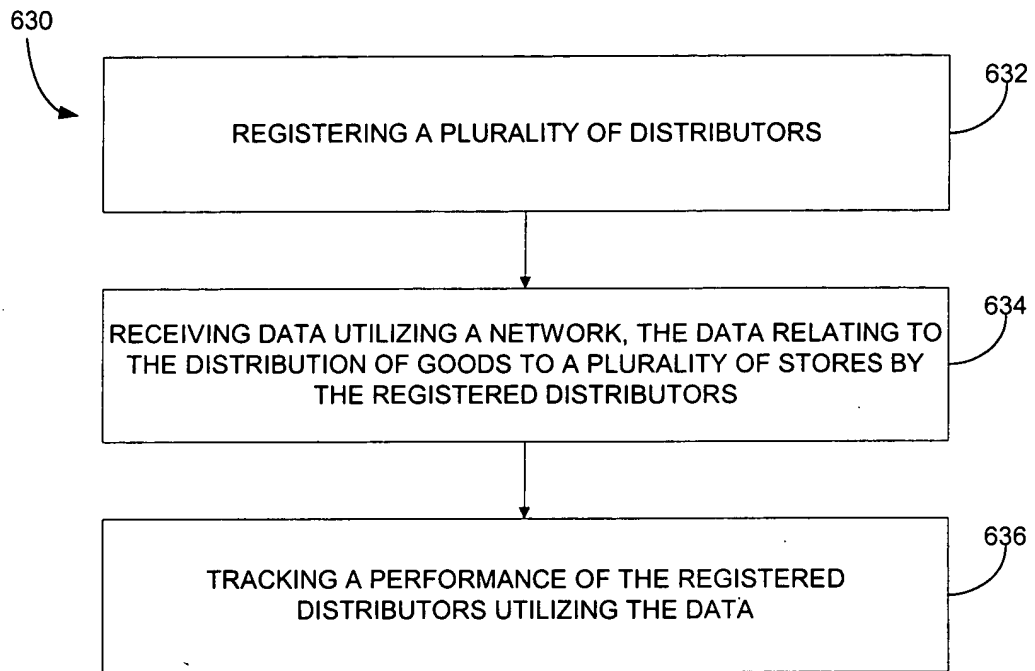


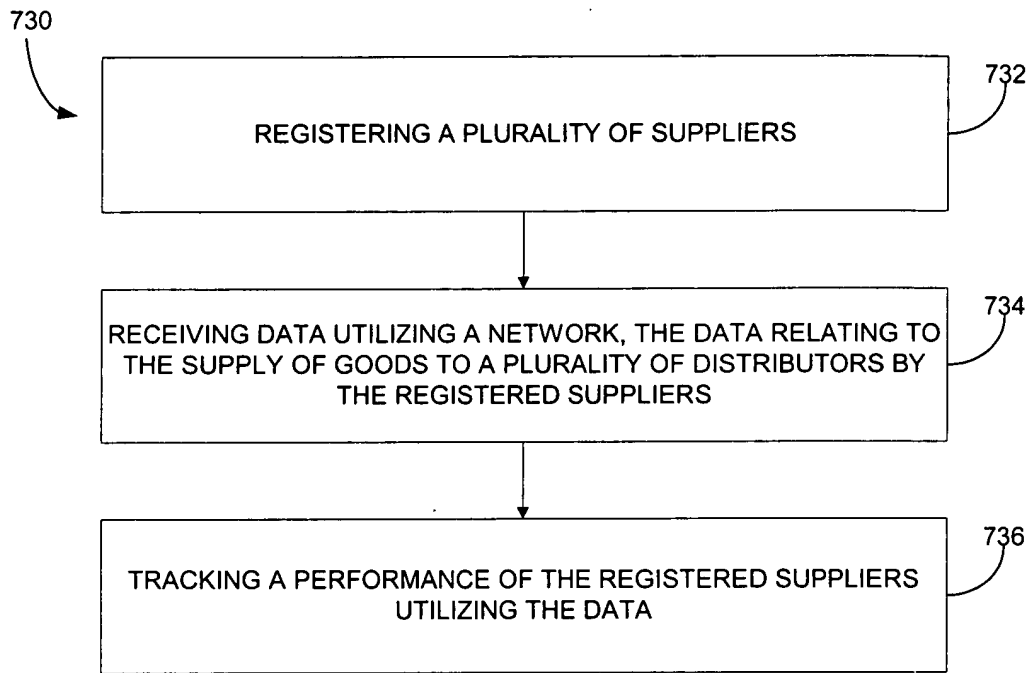
Fig. 4



**FIG. 5**

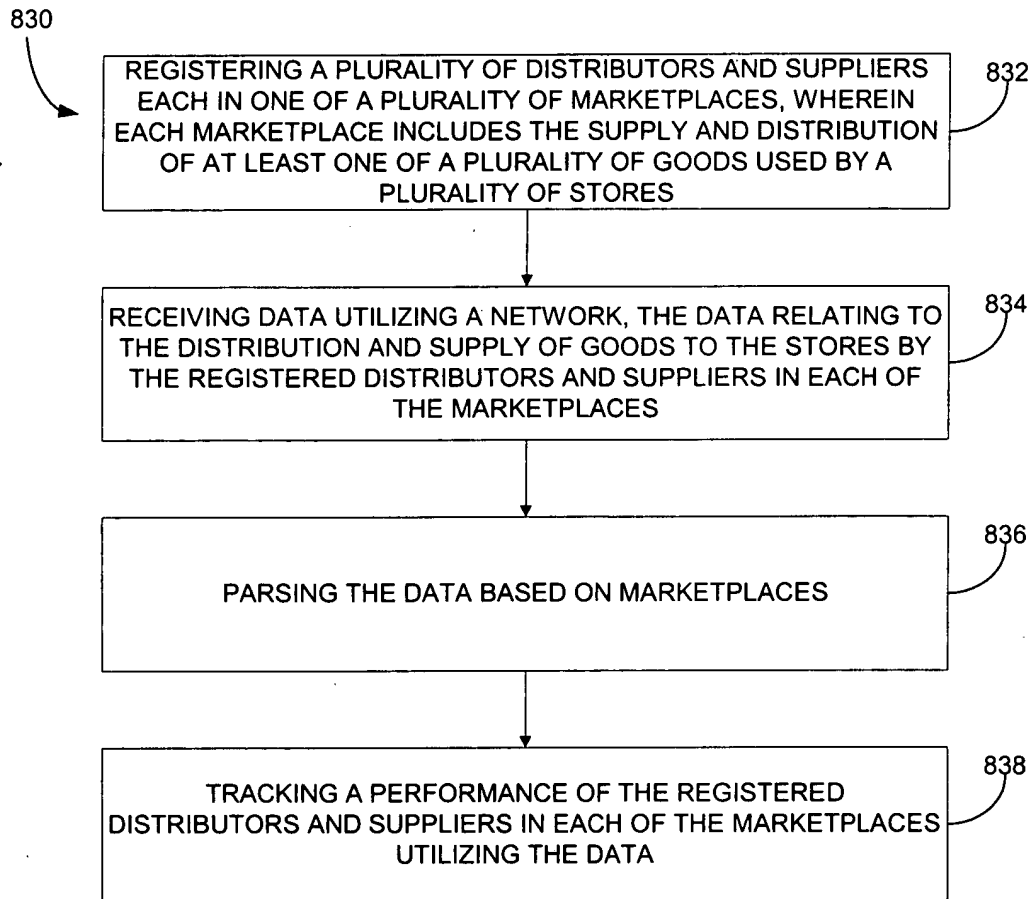


**FIG. 6**

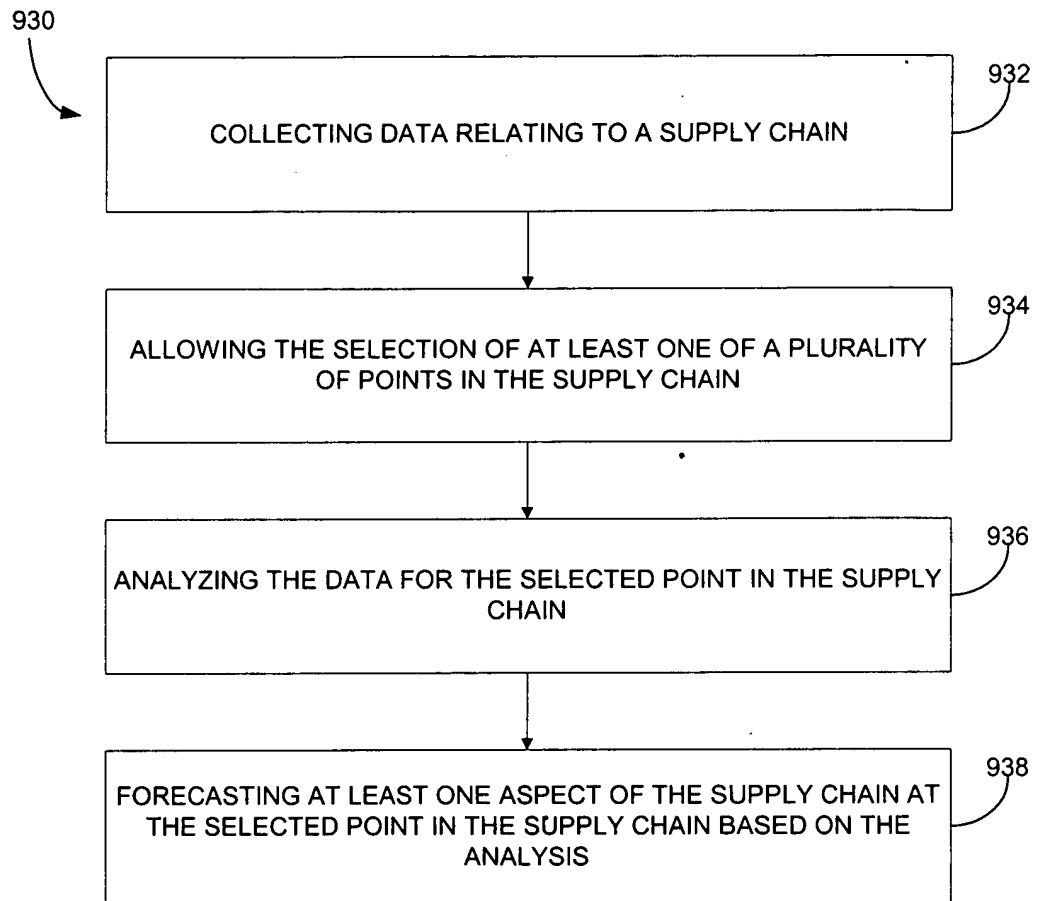


**FIG. 7**

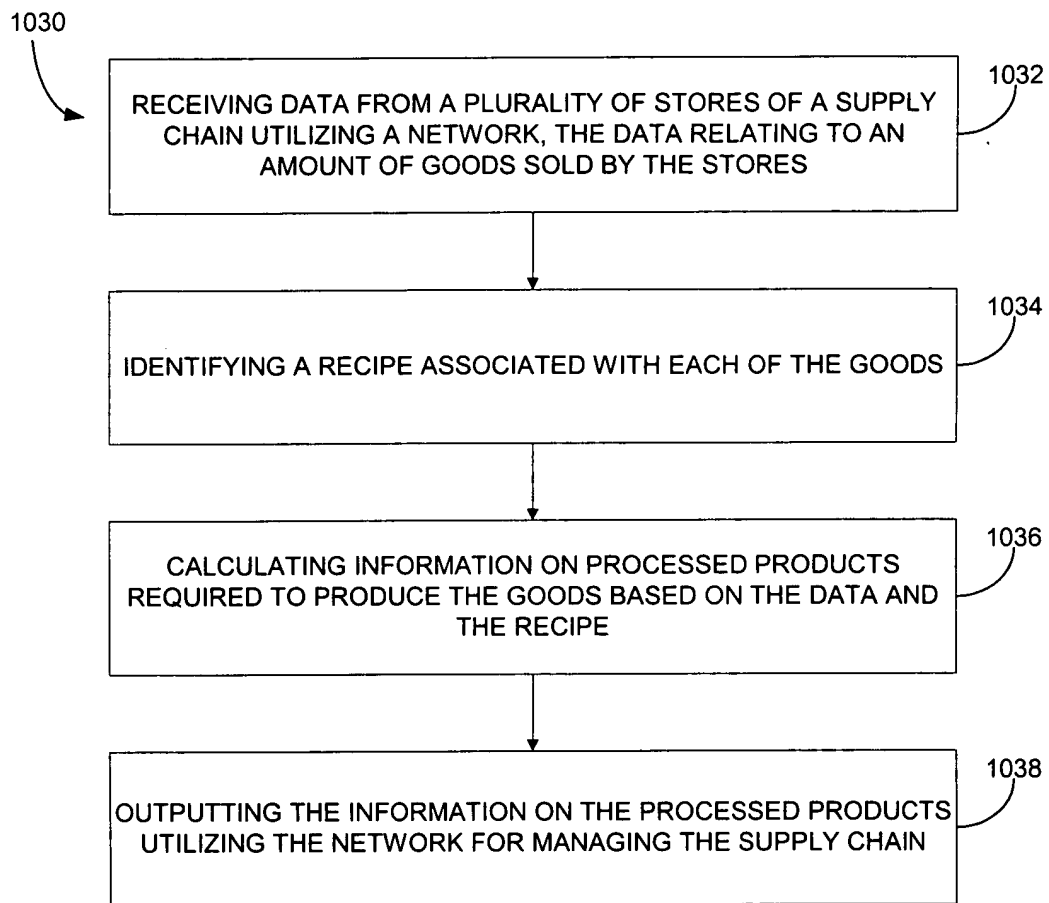




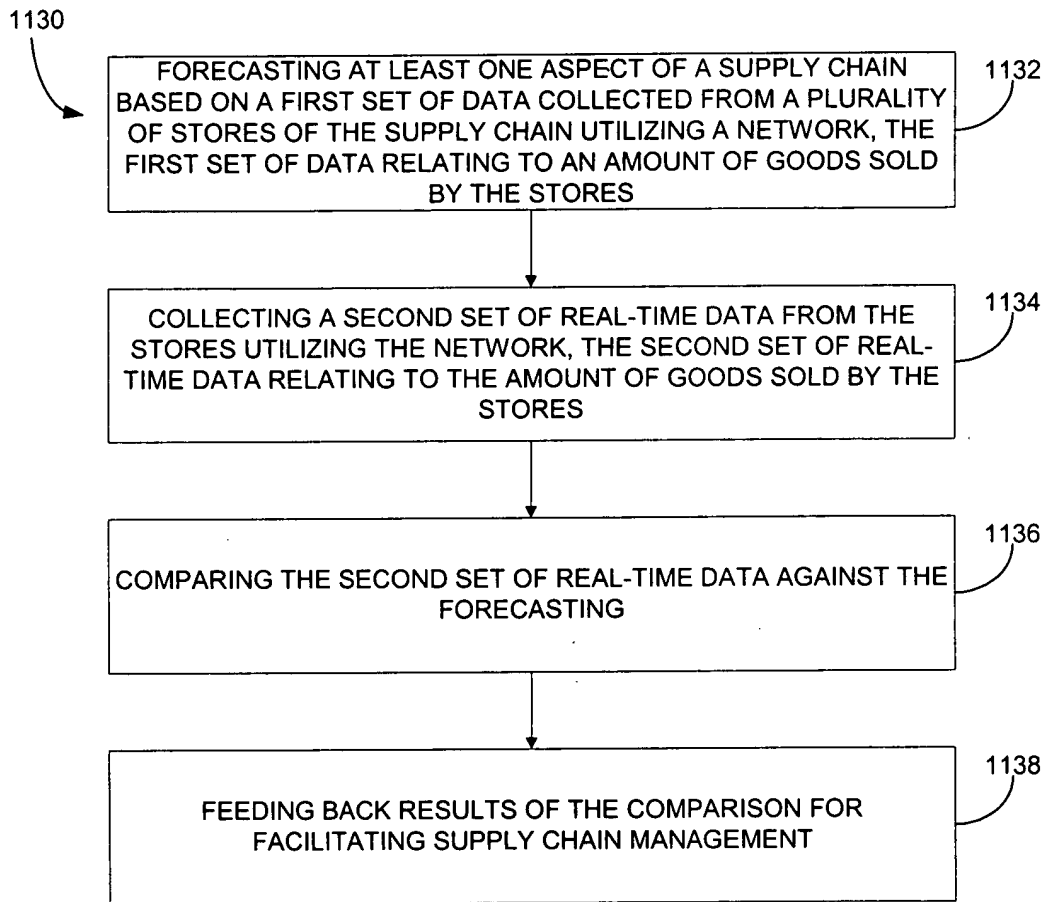
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

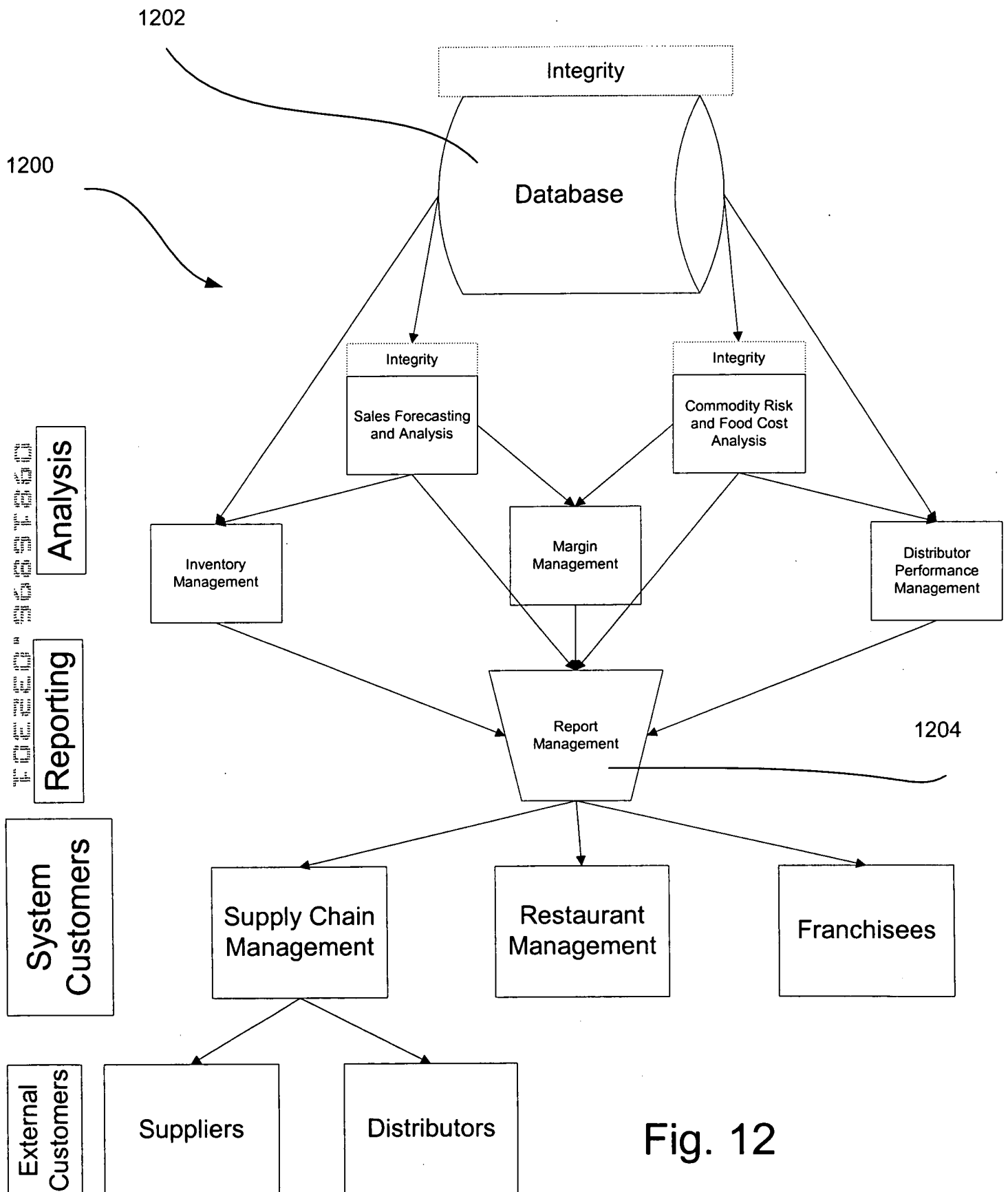
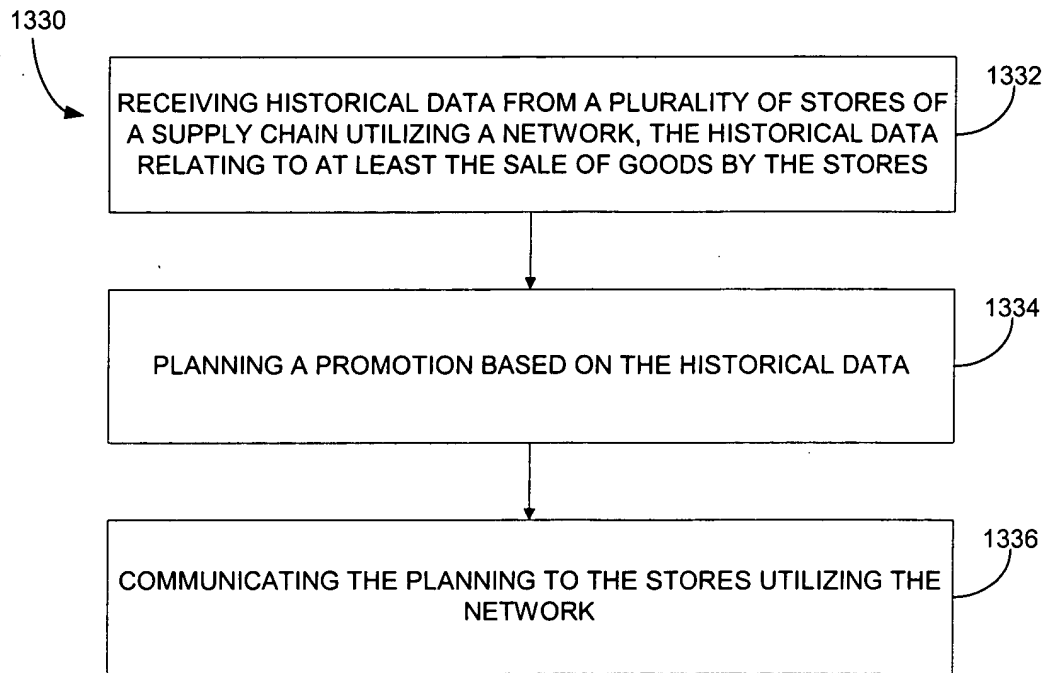
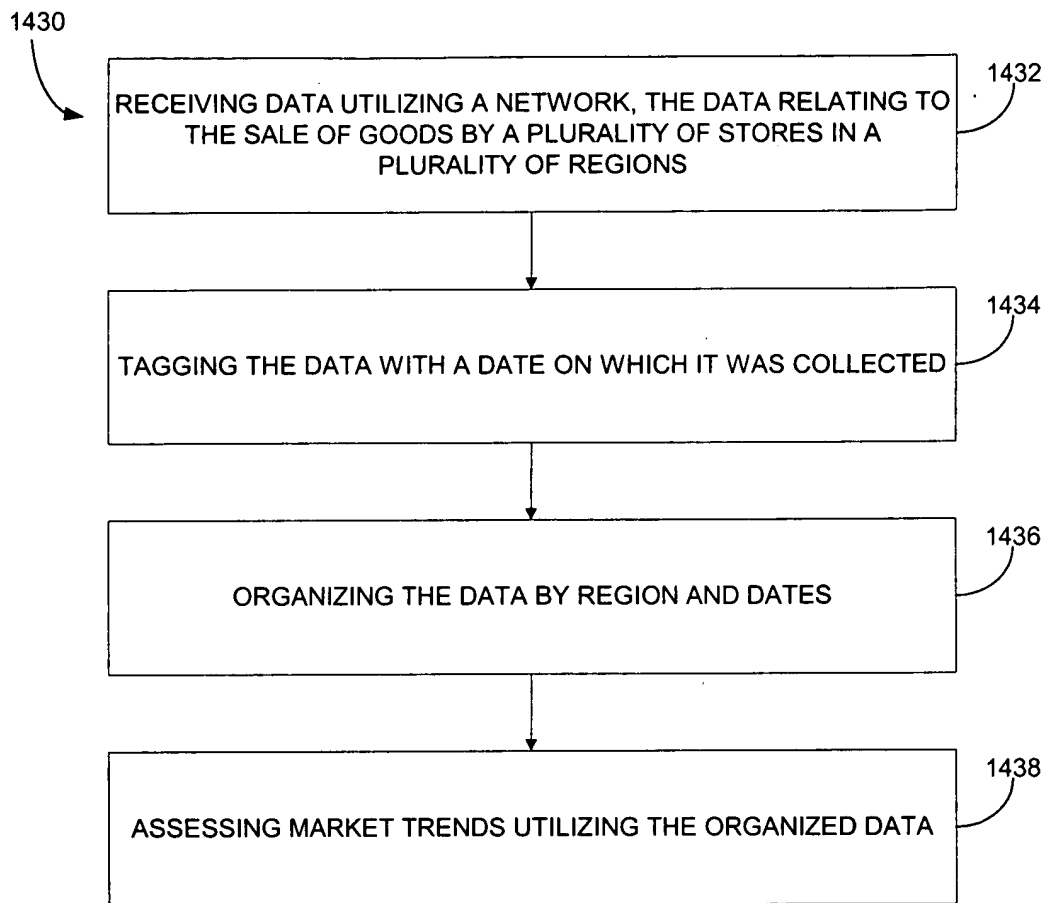


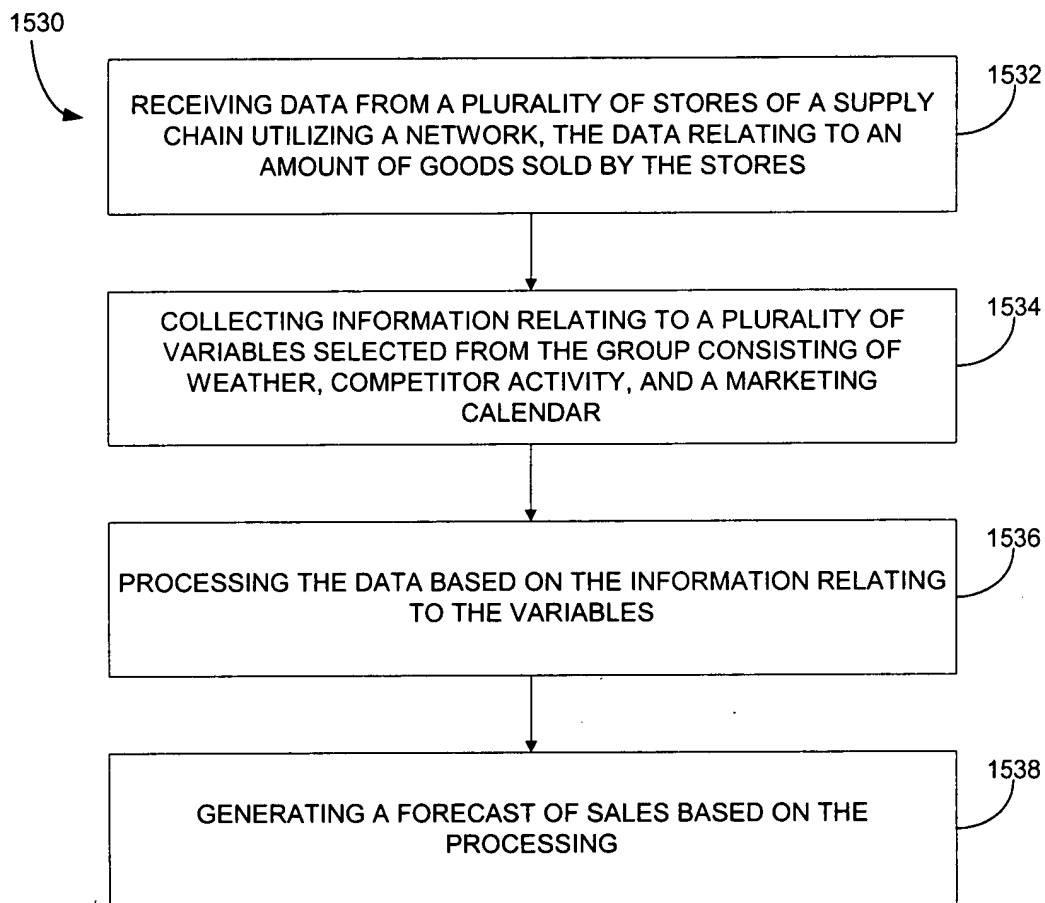
Fig. 12



**FIG. 13**

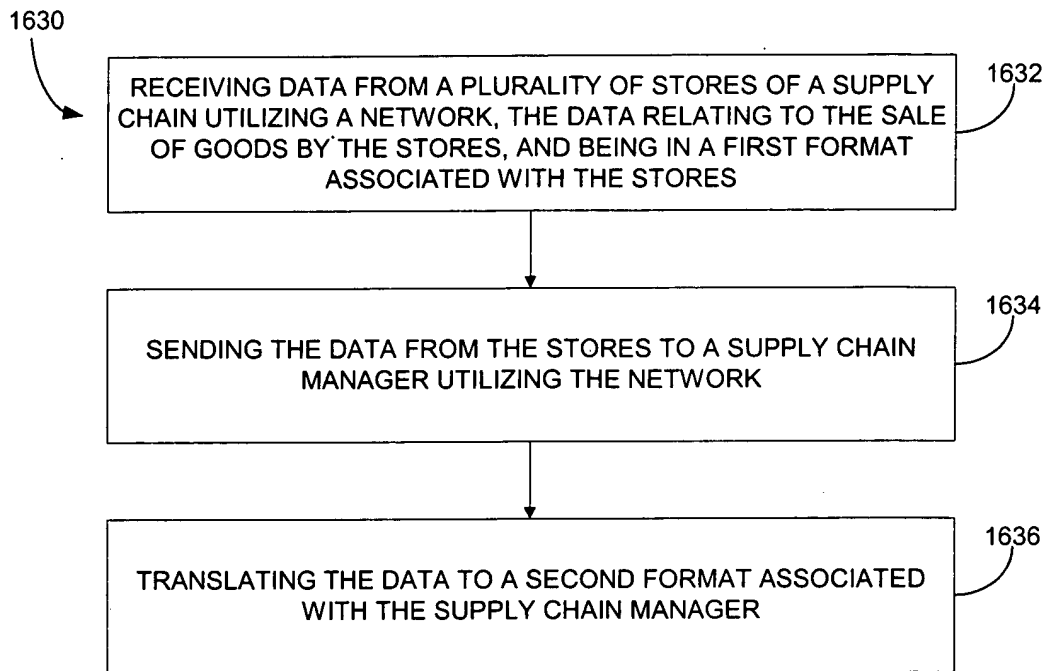


**FIG. 14**

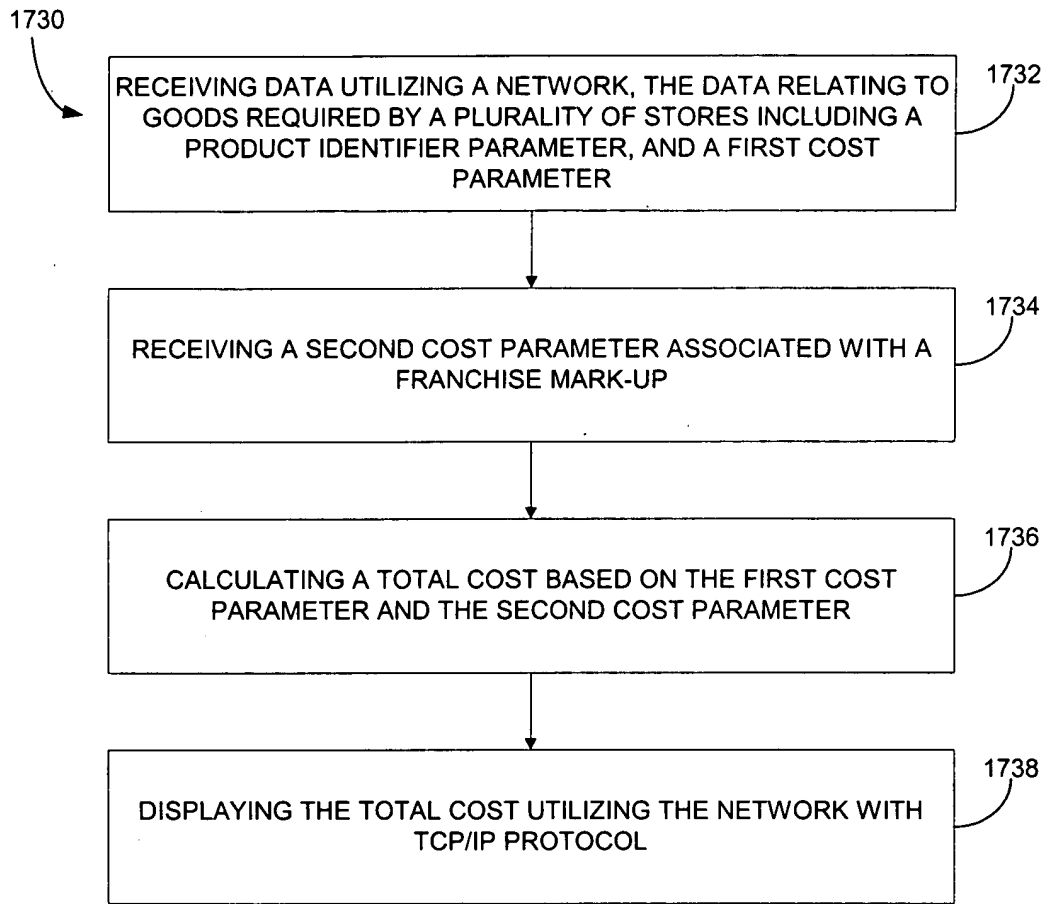


**FIG. 15**

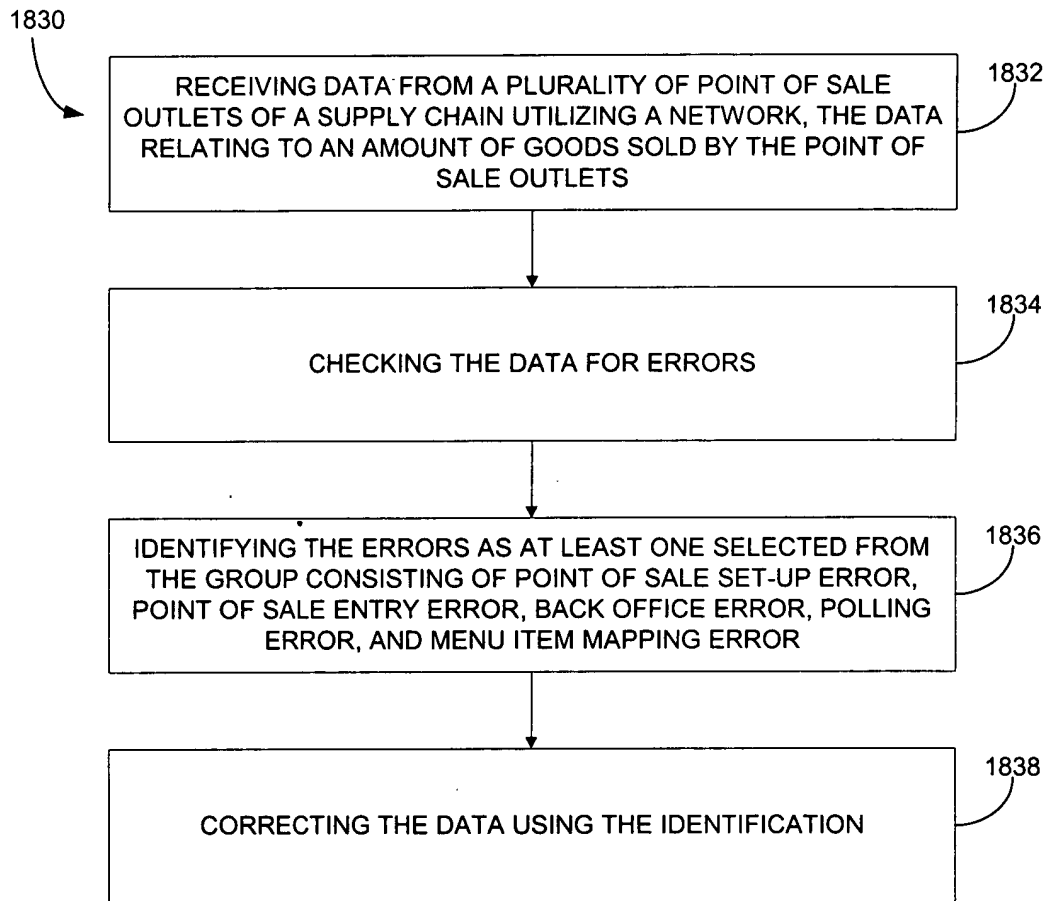




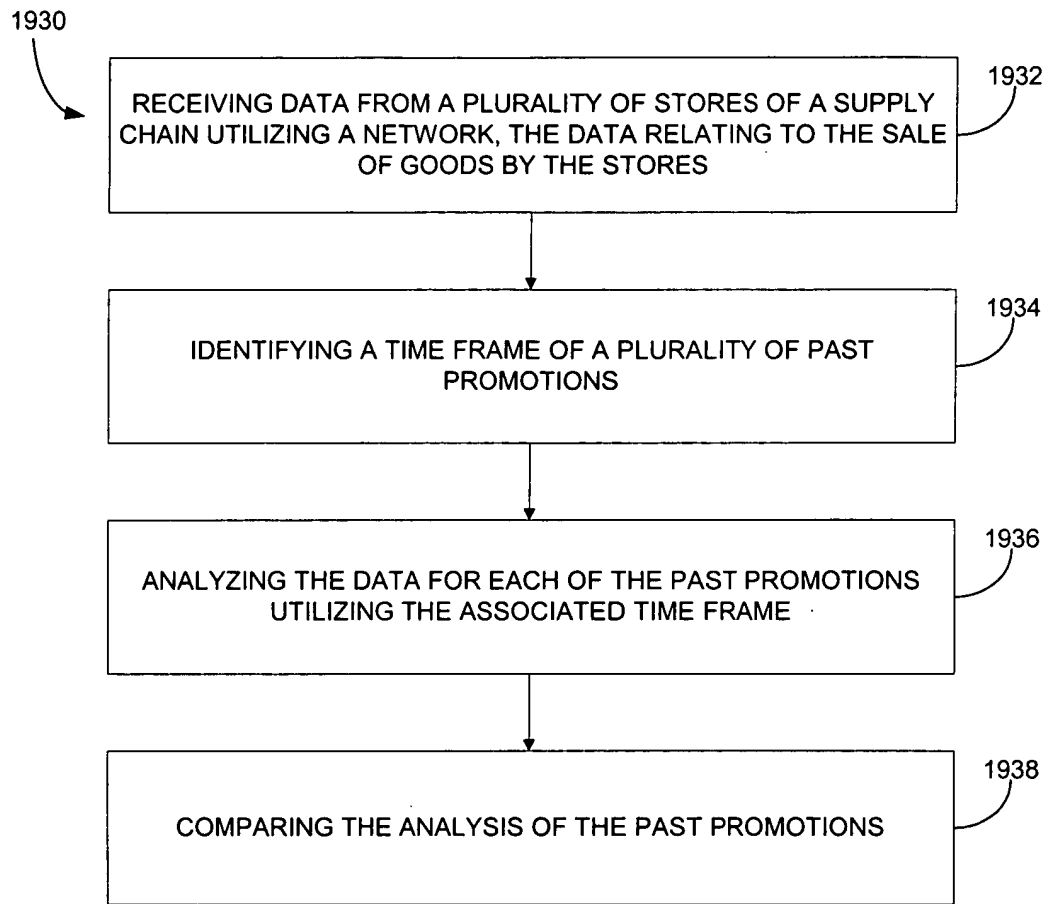
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

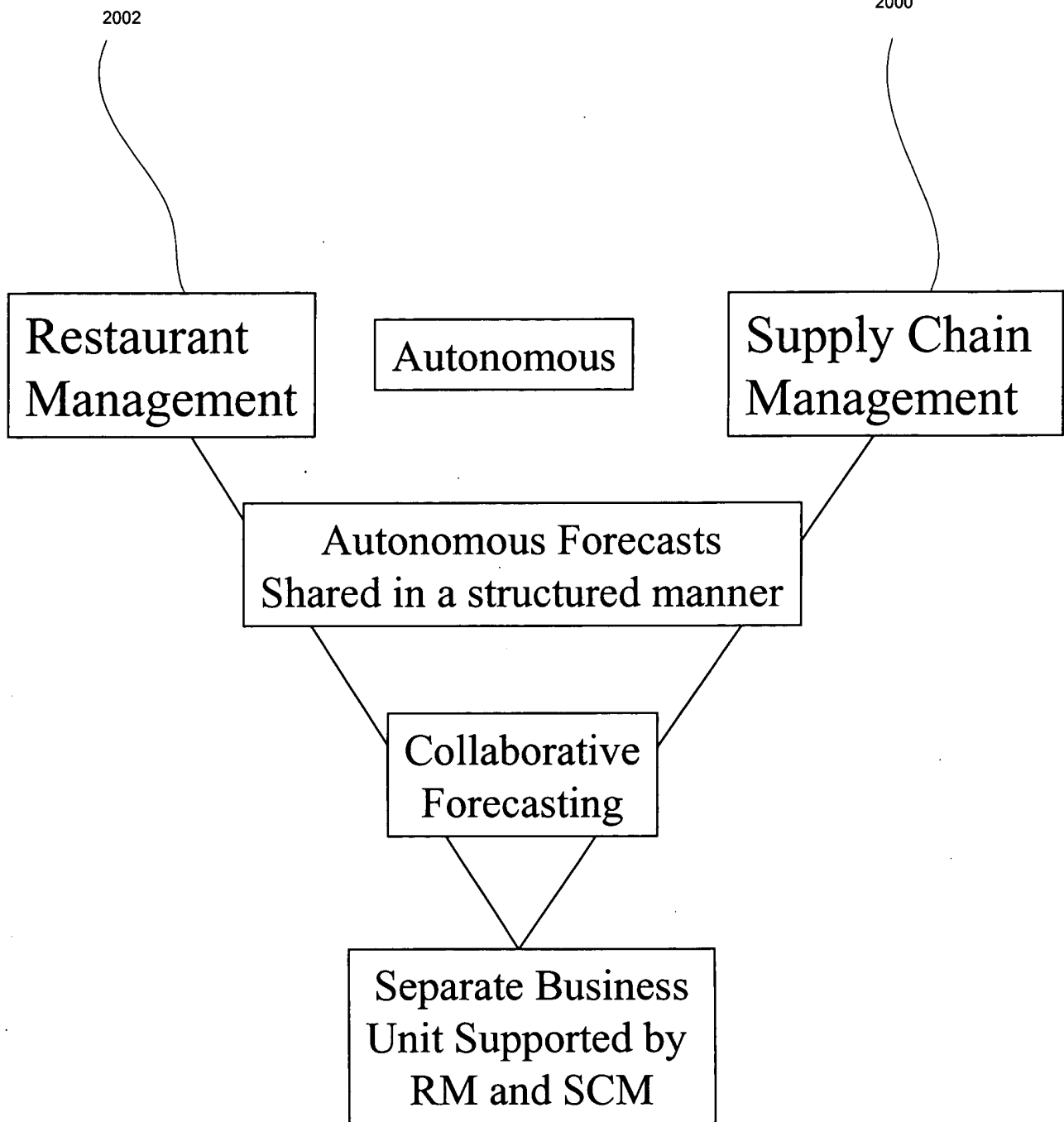


Fig. 20

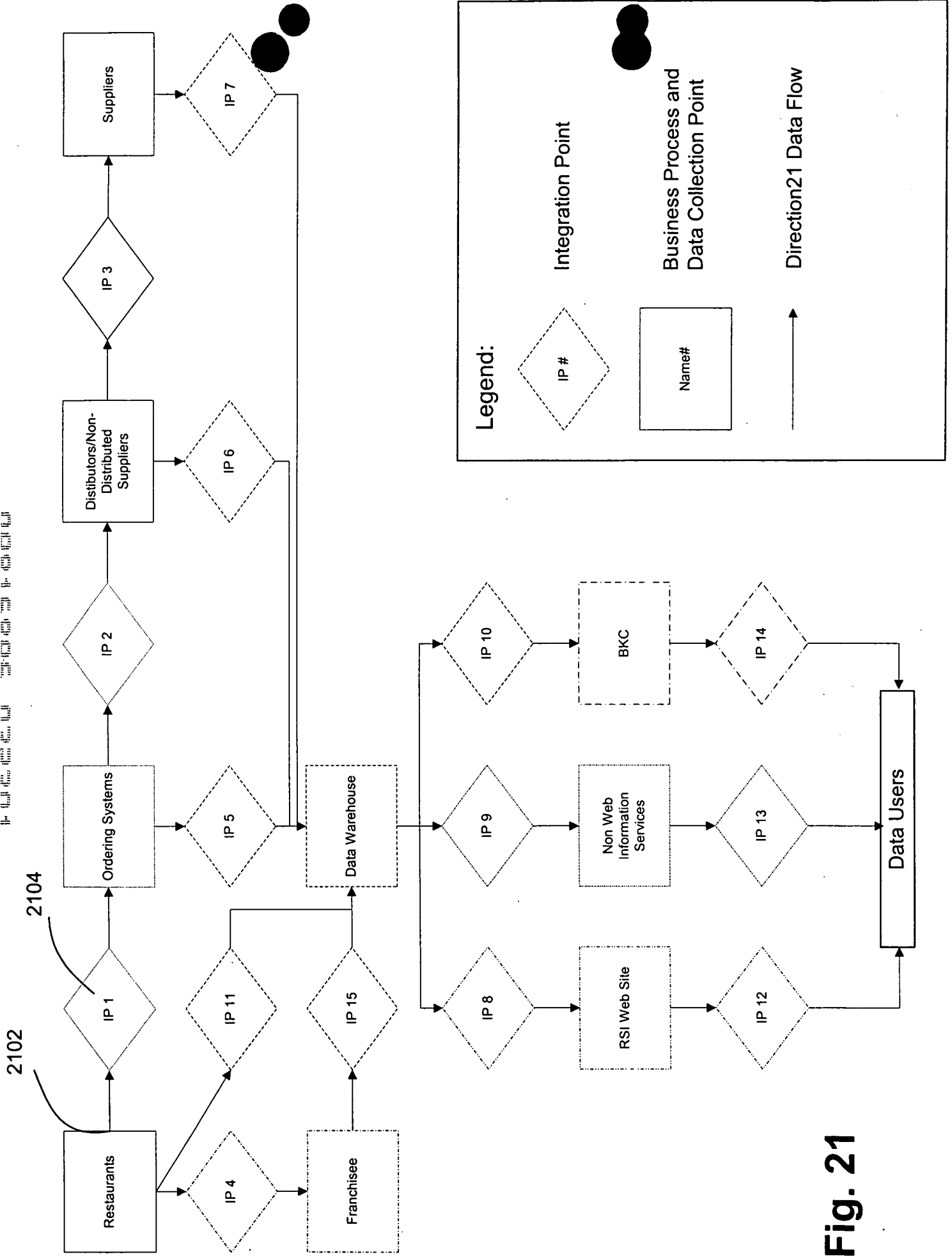
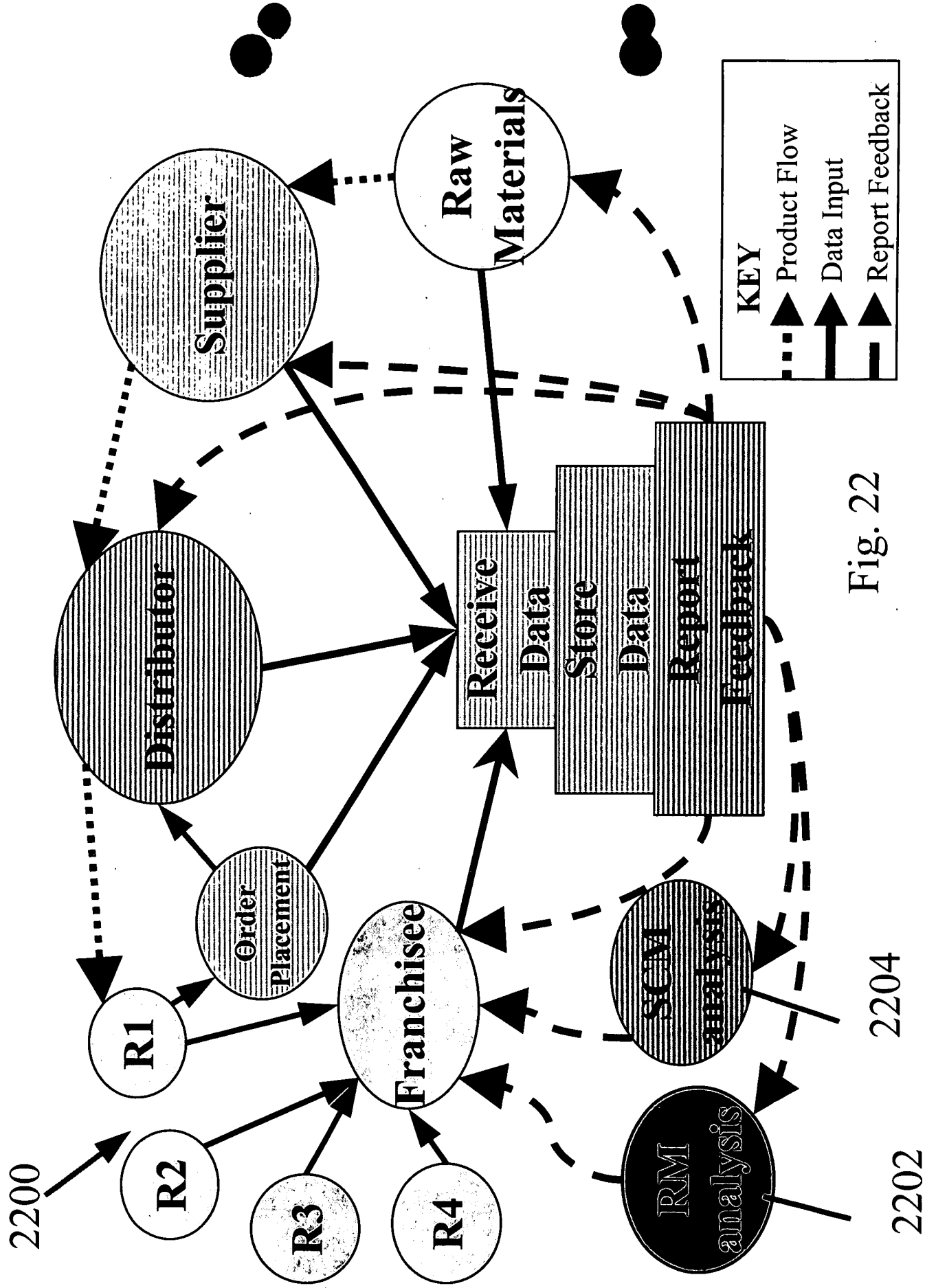
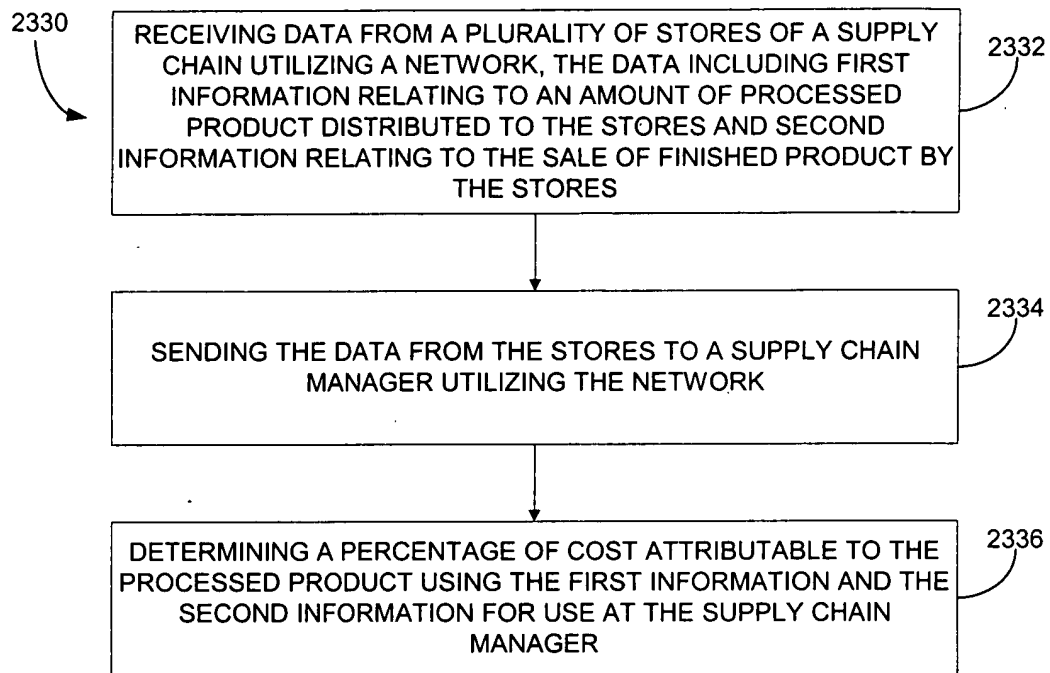


Fig. 21





**FIG. 23**



FIG. 24

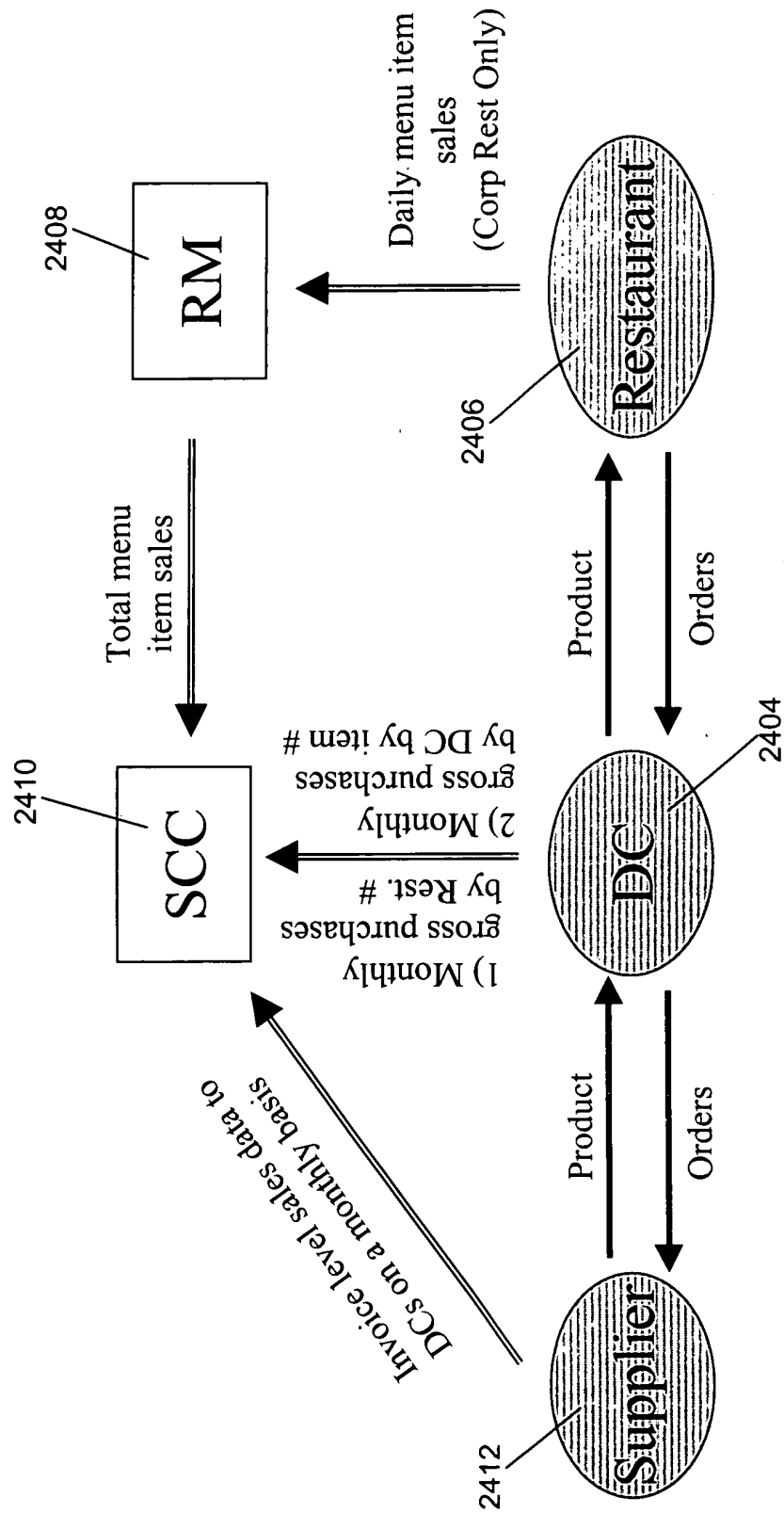


FIG. 25

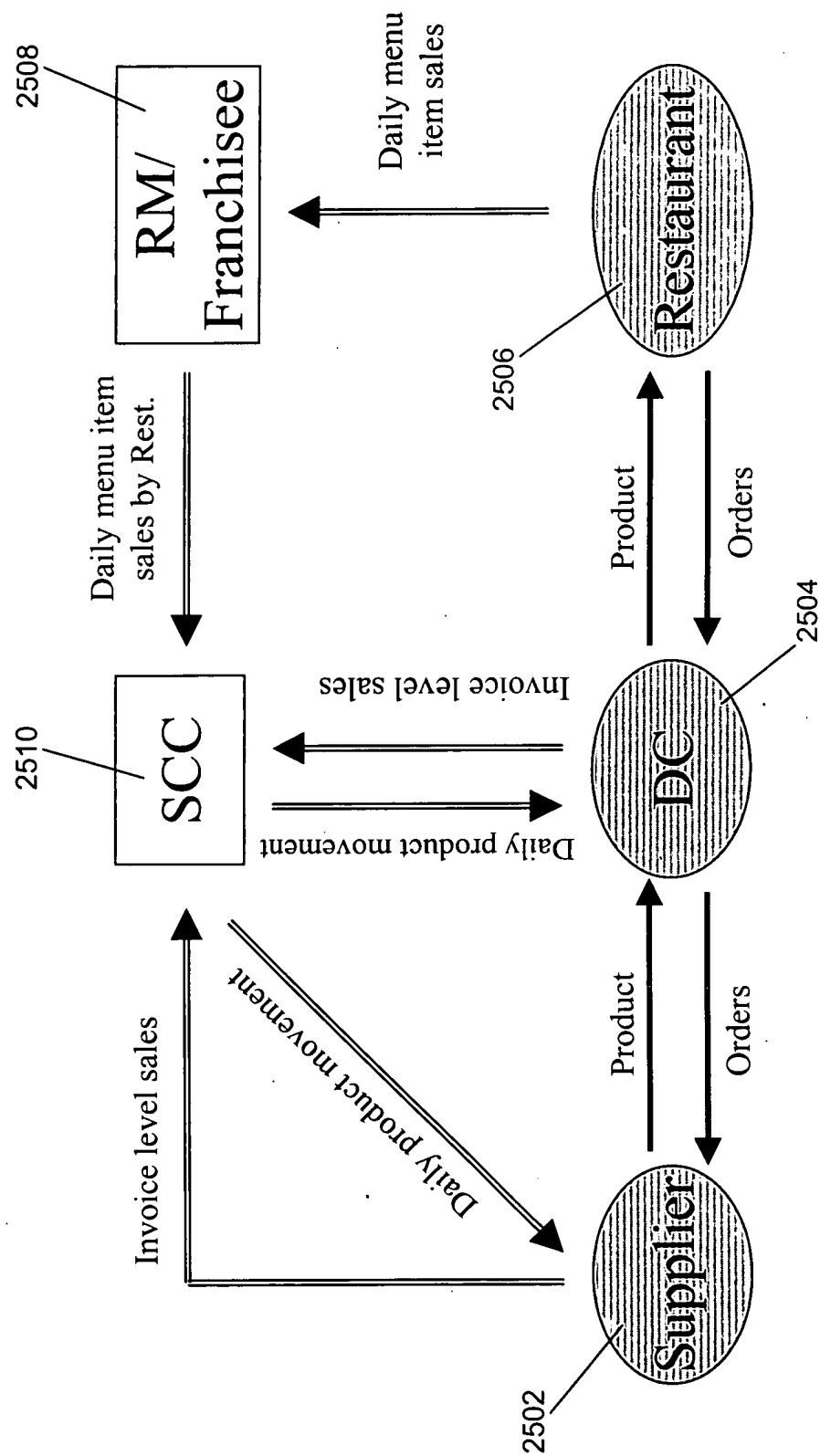




FIG. 27

2700

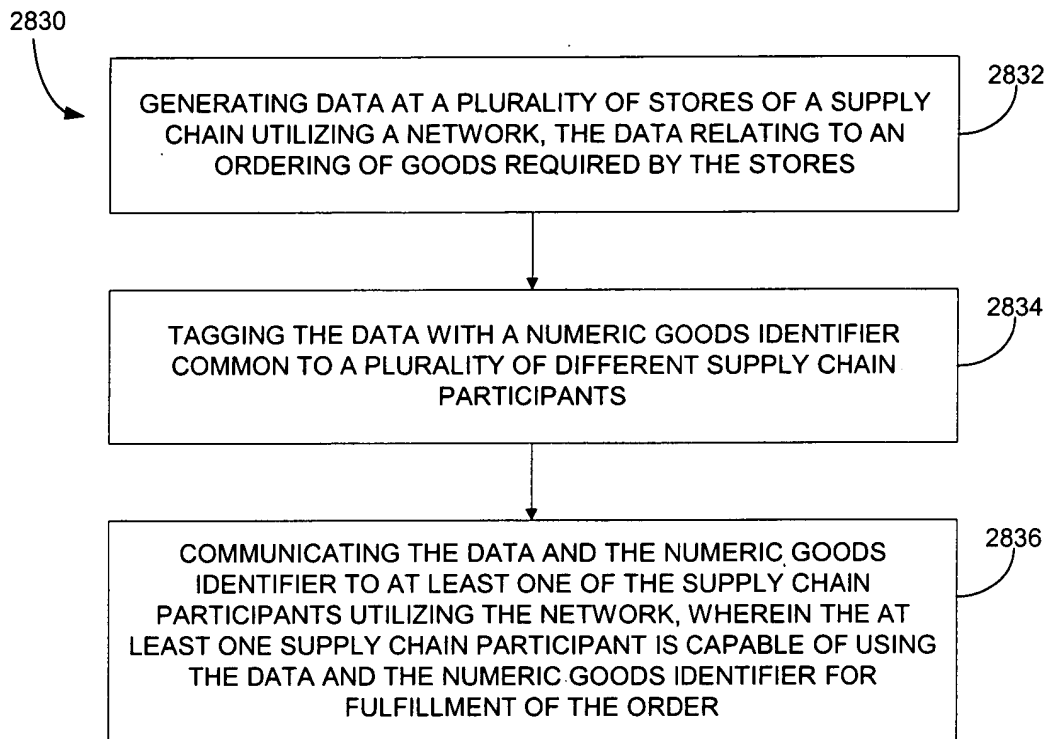


Promotional Monitor - System & Regional

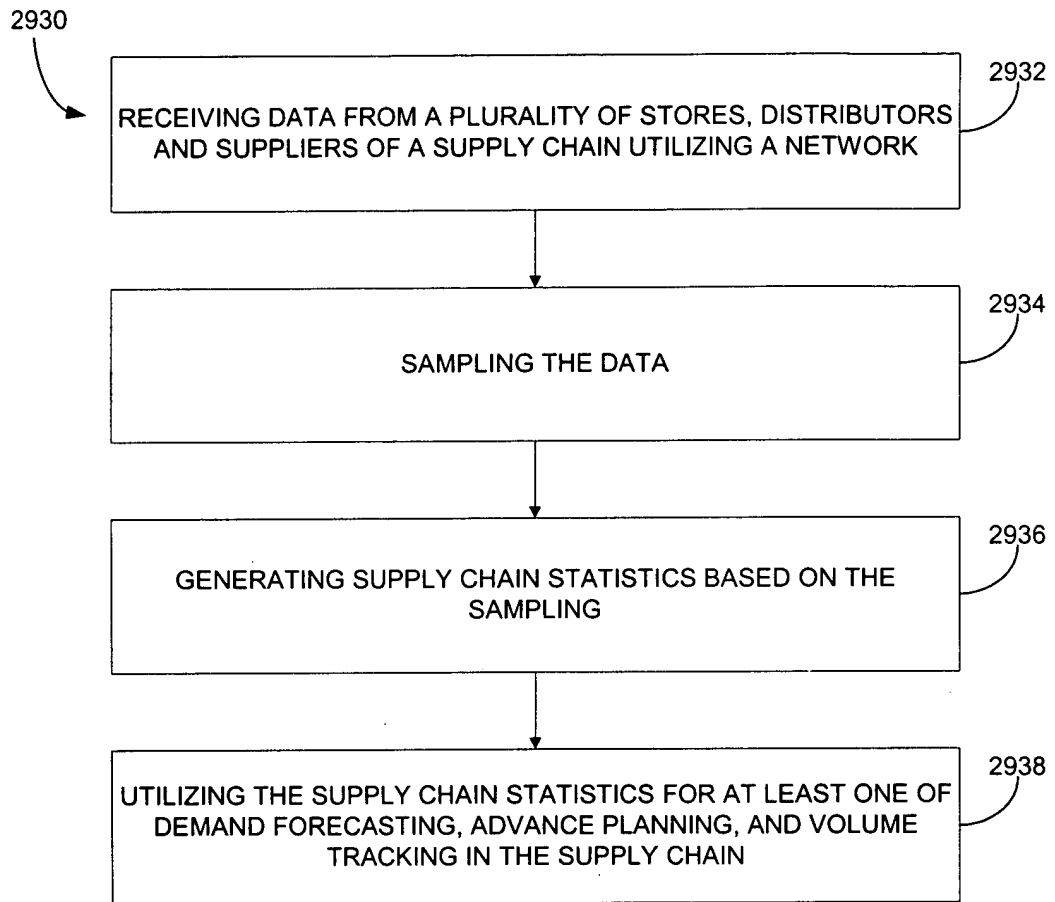
		History					Week #1						
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YVWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YVWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702





**FIG. 28**



**FIG. 29**

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

**Delivery Order Fill Rate**

Total Cases Ordered:	65712
----------------------	-------

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

<b>Delivery Order Fill Rate:</b>	<b>97.52%</b>
----------------------------------	---------------

### On-Time Delivery Rate

<b>Total # of Deliveries:</b>	1232
<b># of On-Time Deliveries:</b>	
<b>On-Time Delivery Rate:</b>	0.00%

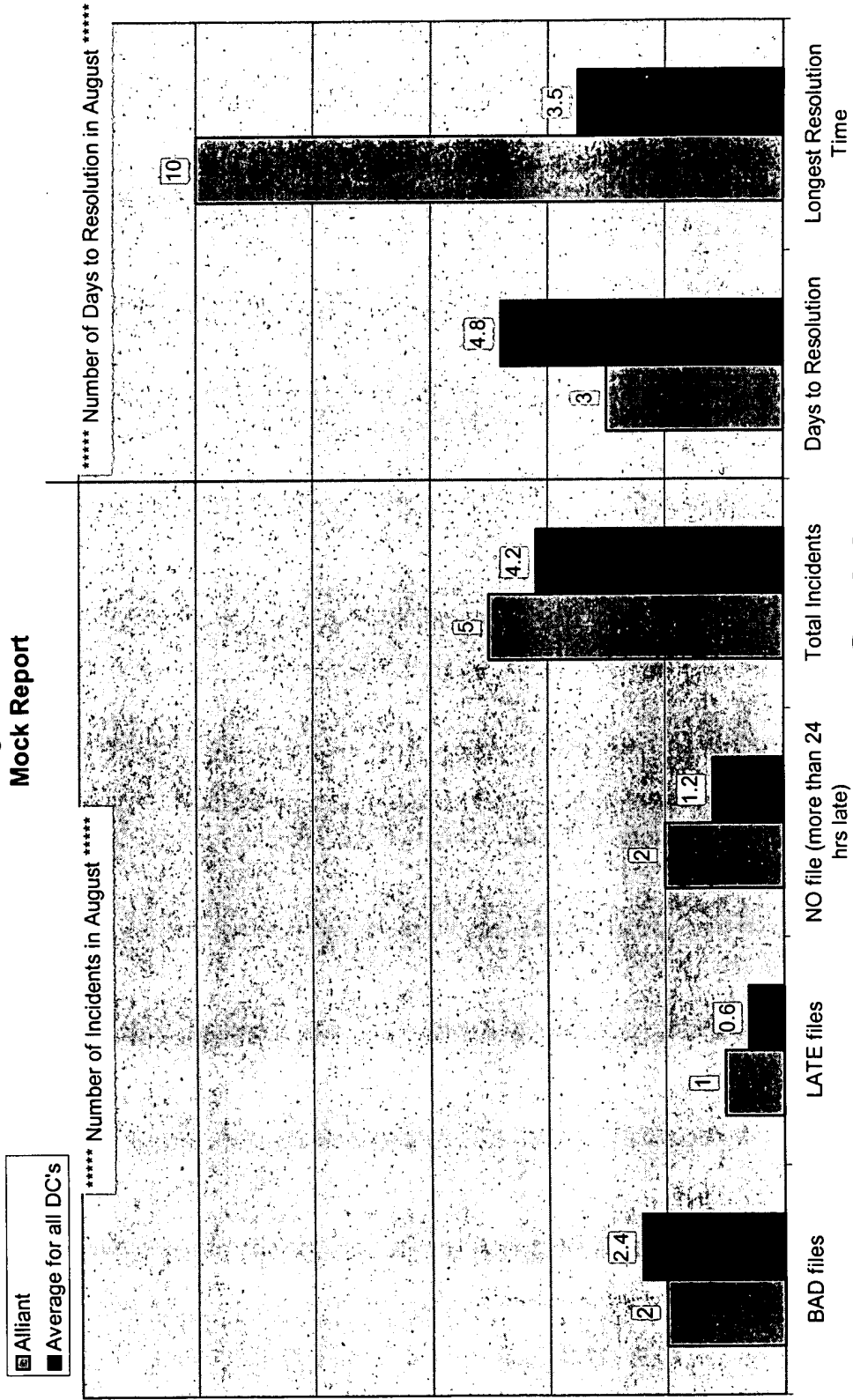
### Perfect Order Rate

<b>Total # of Deliveries:</b>	<b>1232</b>
<b>Total # of Perfect Orders:</b>	<b>725</b>
<b>Perfect Order Rate:</b>	<b>58.85%</b>

**FIG. 30**

3100

**Alliant - Monthly DC Data Feed Performance**  
**August 2000**  
**Mock Report**



**FIG. 31**



3200



# August

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

	OK
	Didn't meet RSI Min.
	Didn't meet BK Min.

**FIG. 32**

FIG. 33

3300

**Vendor:**

XYZ Company

**Time Period:**

Aug-00

3300

**Delivery Statistics:**

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

4
95%
1.7
95%
0.93

**Invoice, Payment and Pricing:**

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

**Invoice Accuracy:**

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

97.25%
99.00%
92.34%

**Inventory Management:**

Average Days On Hand

SKU #1

SKU #2

Max Days On Hand

SKU #1

SKU #2

19
22

40
32

Monthly Carrying Cost

SKU #1

SKU #2

Average as % FOB

\$ 42,513
\$ 12,589
1.25%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400

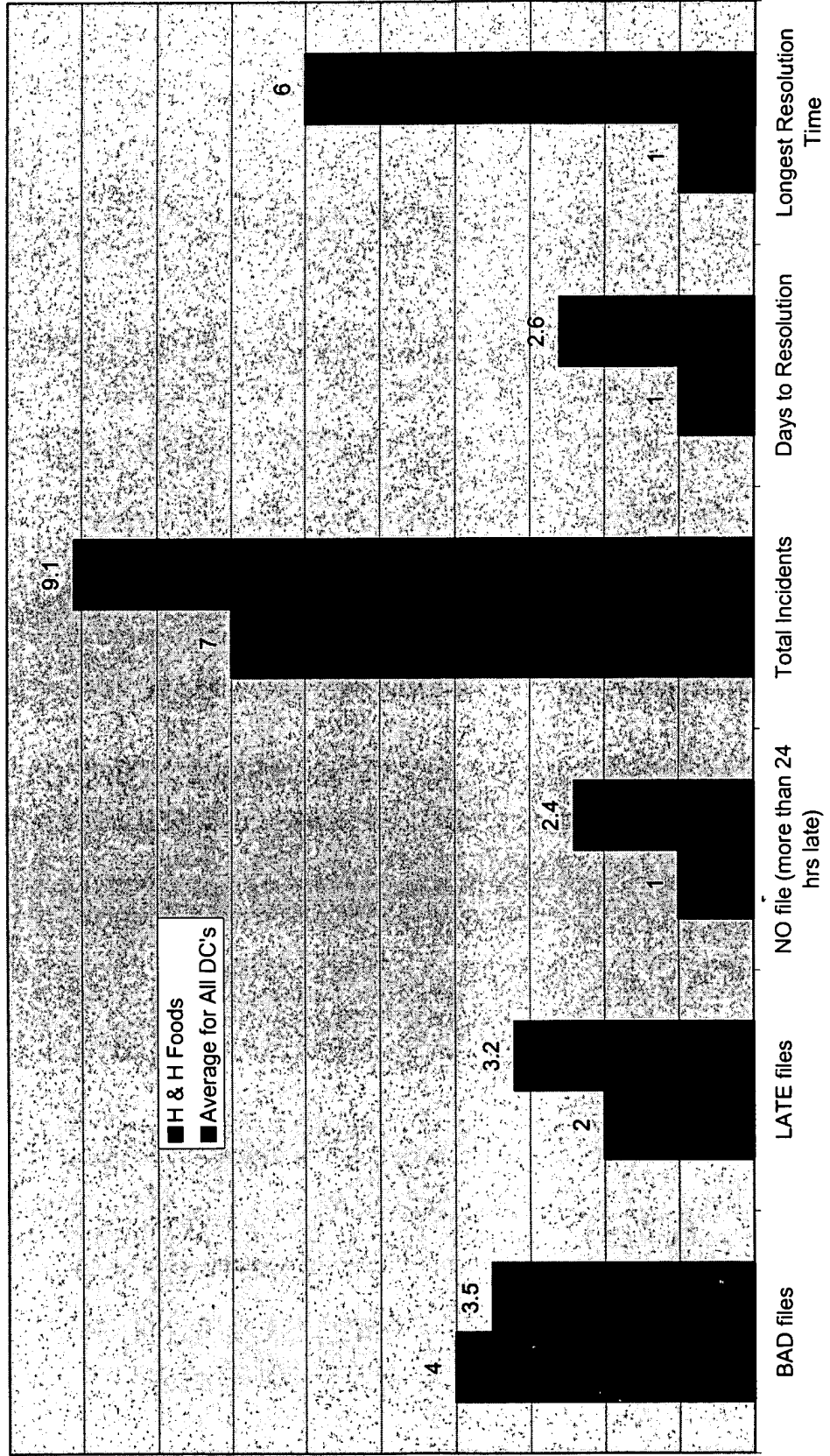


FIG. 35



# Service Level Reporting November - Mock Report

3500

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904		2.33%
COMARK INSTRUMENTS, INC.	\$4,861		
WHITEFORD FOODS, INC.	\$0	97.3%	2.44%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3,705		
NCR-SYSTEMEDIA	\$0	92.1%	2.18%
SIGNATURE MEATS GROUP	\$0		1.94%
SCHWEBEL'S BAKING CO.	\$0	95.3%	1.50%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		1.23%
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY	\$0		1.43%
FRESH ADVANTAGE, KC	\$0	98.6%	1.80%
SILVER KING - MN - CORP.			
TYSON FOODS	\$0		
READY ACCESS			
GEORGIA PACIFIC/TISSUE			2.44%
CLOUGHERTY PACKING		94.8%	2.51%
BEVERAGE - AIR	\$0	96.4%	
COMPONENT HARDWARE GROUP, INC.			2.05%
COCA - COLA USA	\$0		
TOASTMASTER	\$1,969	93.6%	1.55%
GRANT COUNTY FOODS		90.3%	2.20%
FRESH EXPRESS	\$0		
TAYLOR FARMS			1.03%
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS, LLC	\$3,428		
ROSE PACKING COMPANY		93.3%	2.98%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

3600

# Mock Report/1

FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
-------	--------	--------	--------	--------	--------	--------	--------	--------

## Food Cost Index

Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						

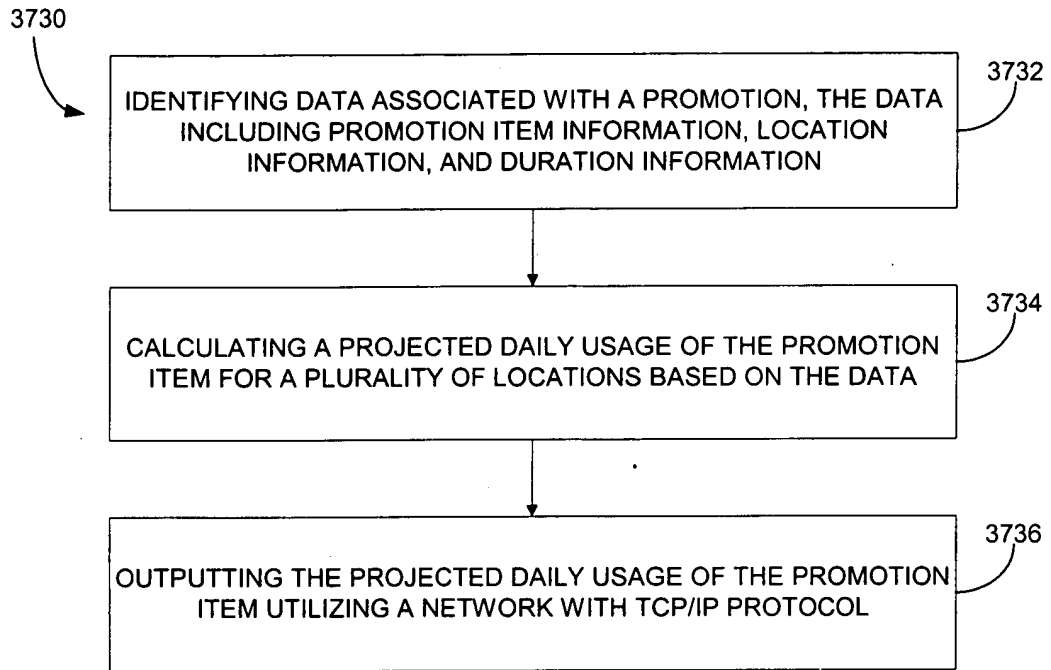
## Total Dollar Purchases (in Millions) /2

Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

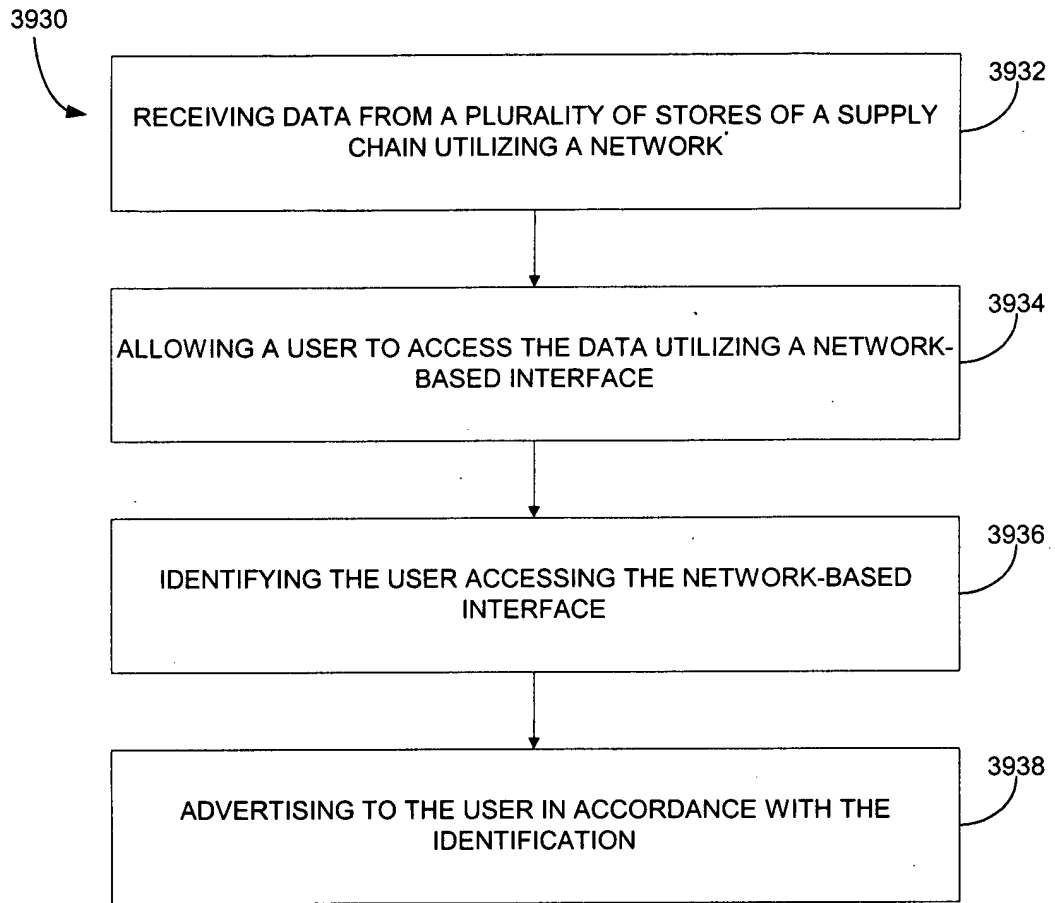
/2 Based on FY 99 Sales Volumes

FIG. 36



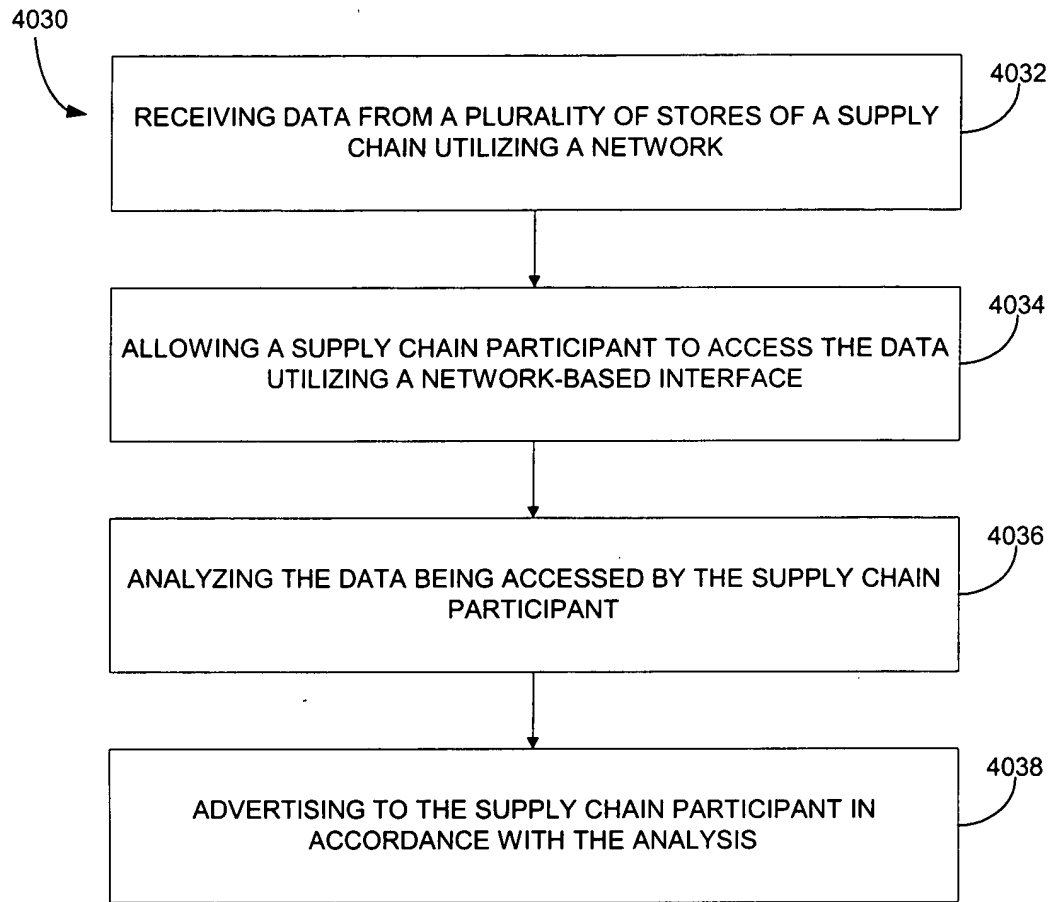
**FIG. 37**



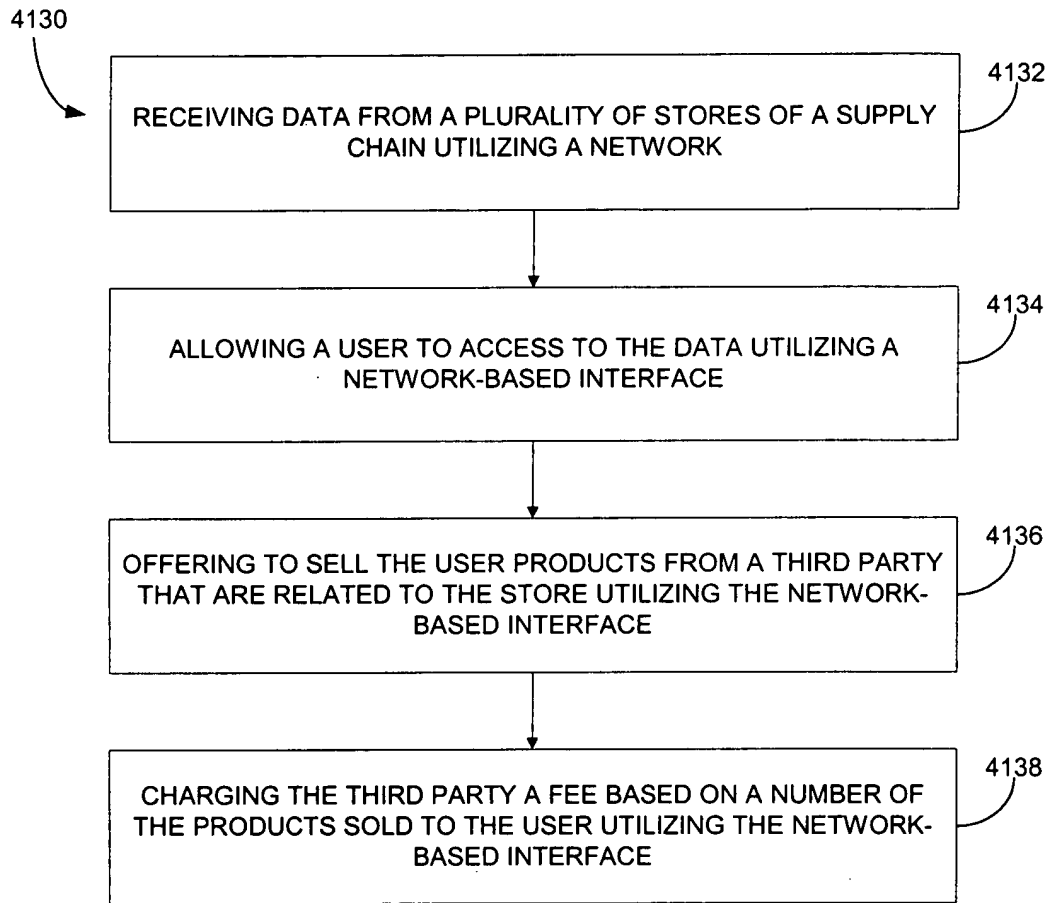


**FIG. 39**

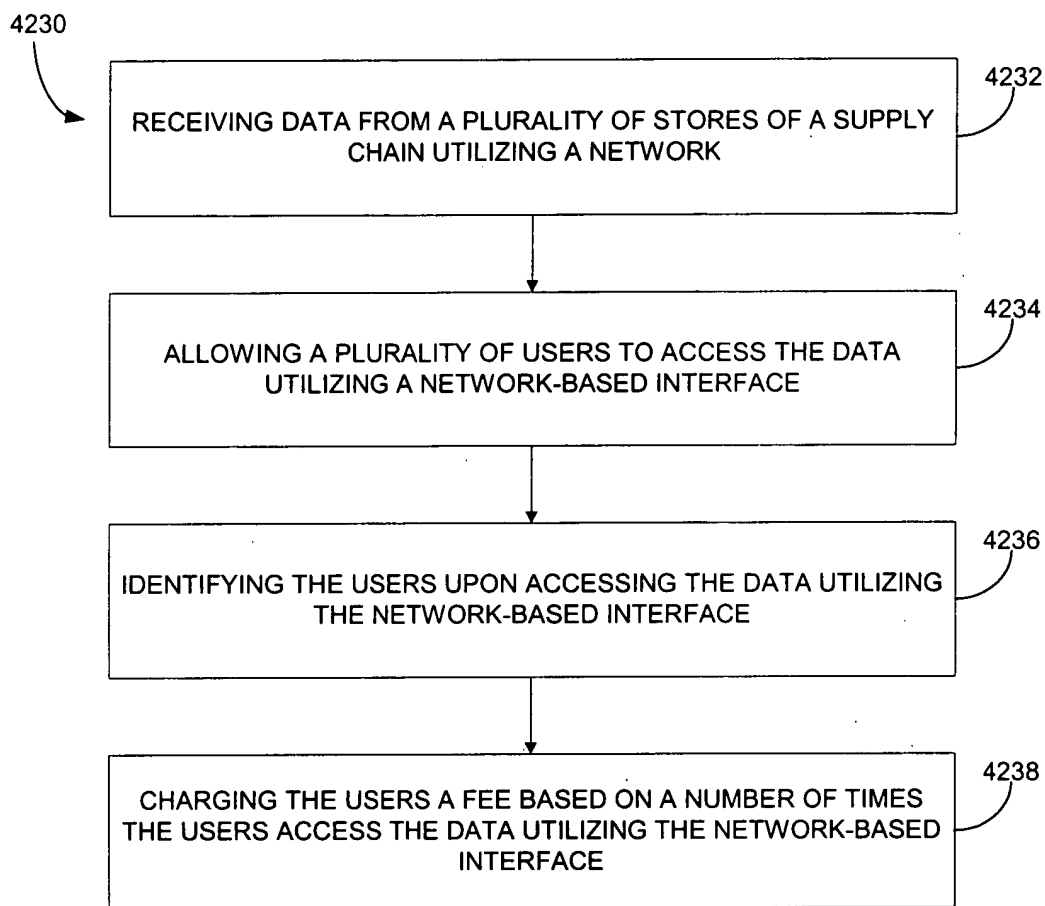




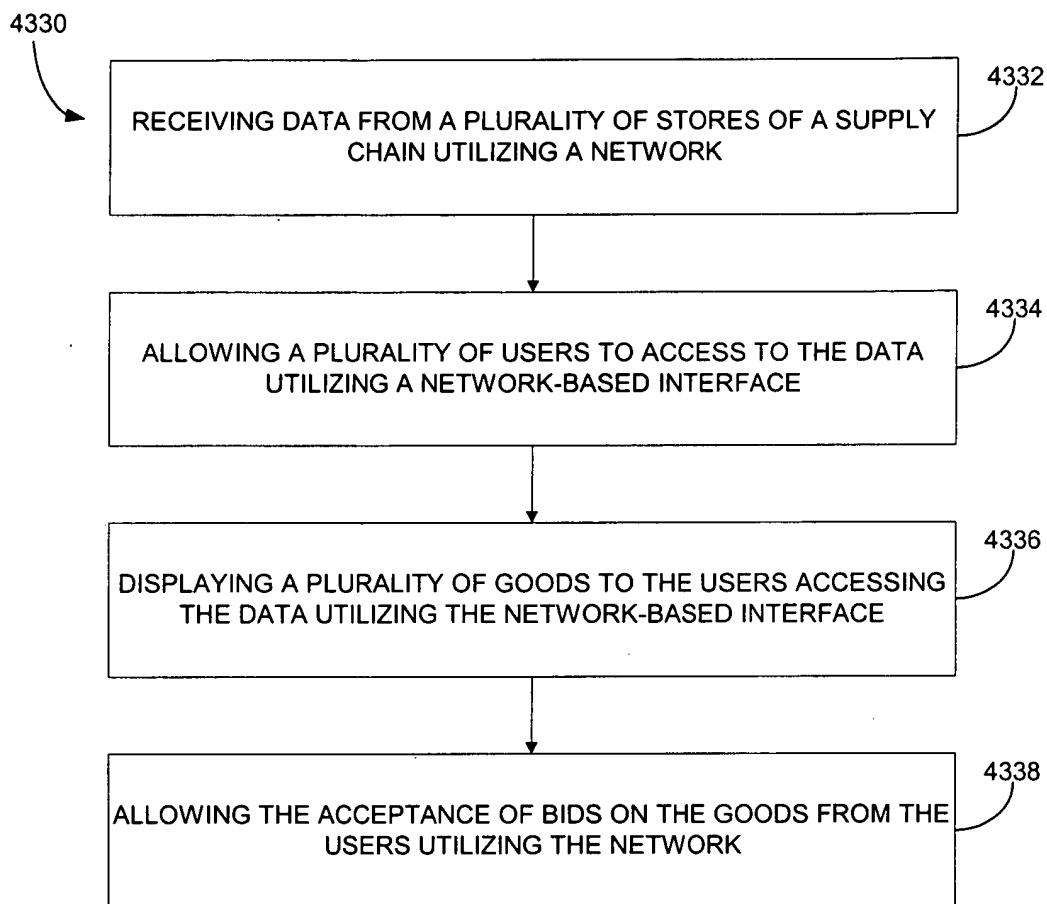
**FIG. 40**



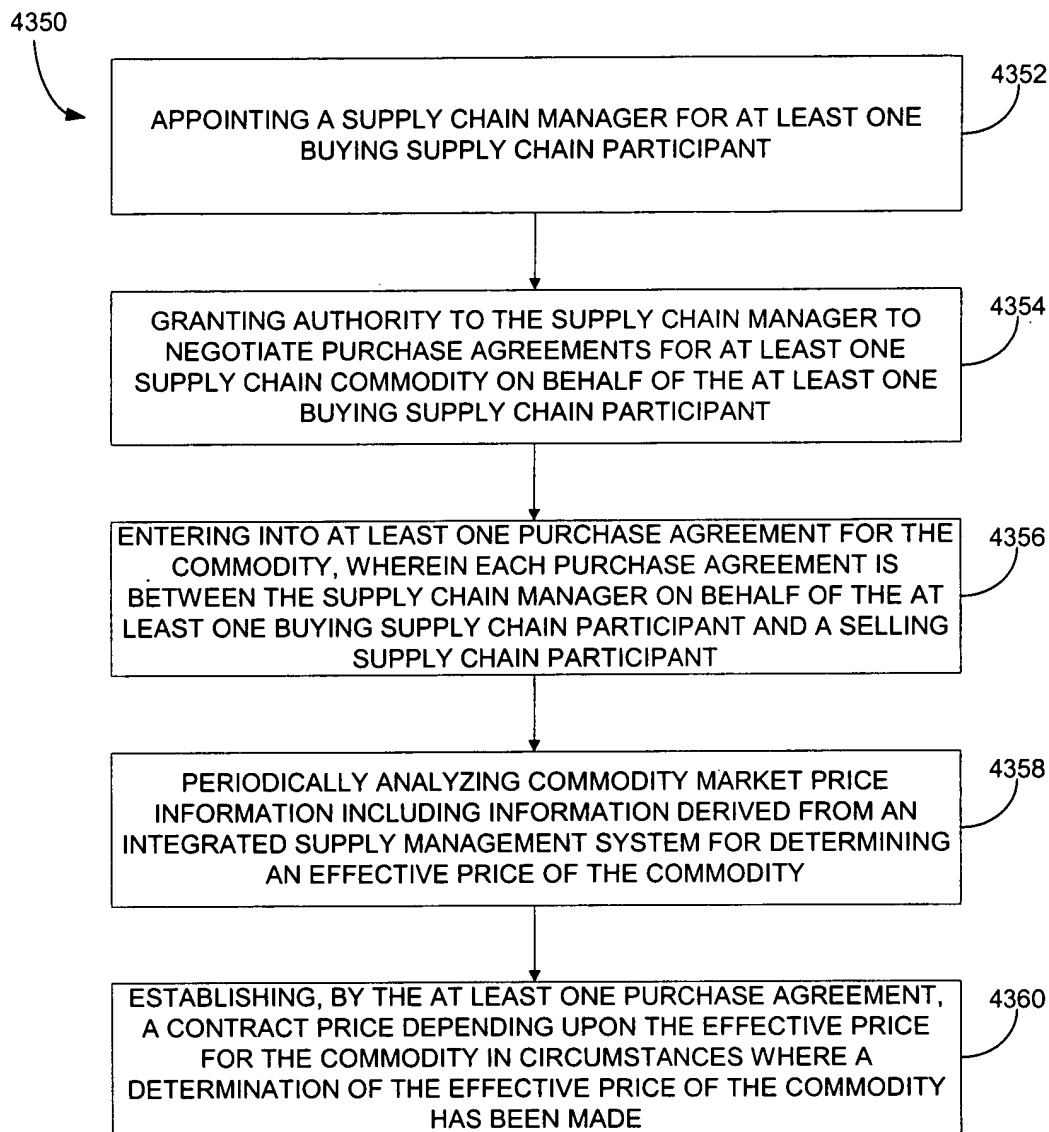
**FIG. 41**



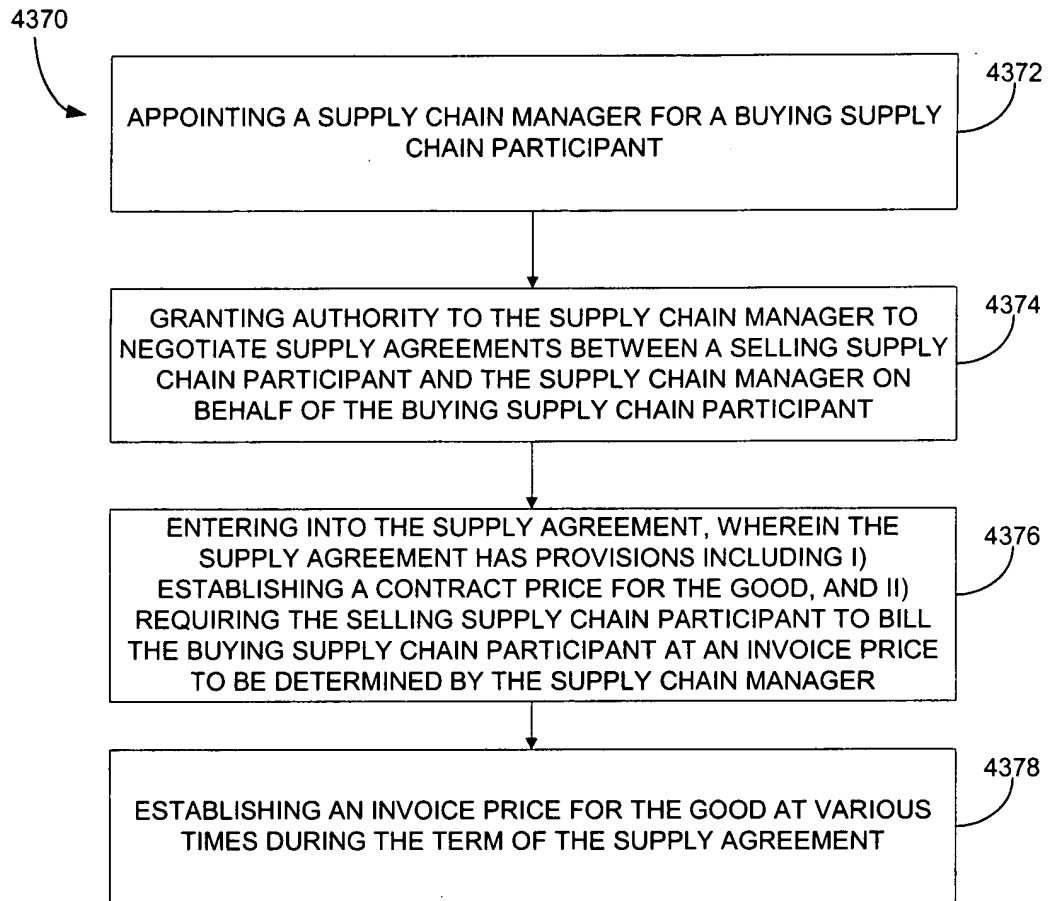
**FIG. 42**



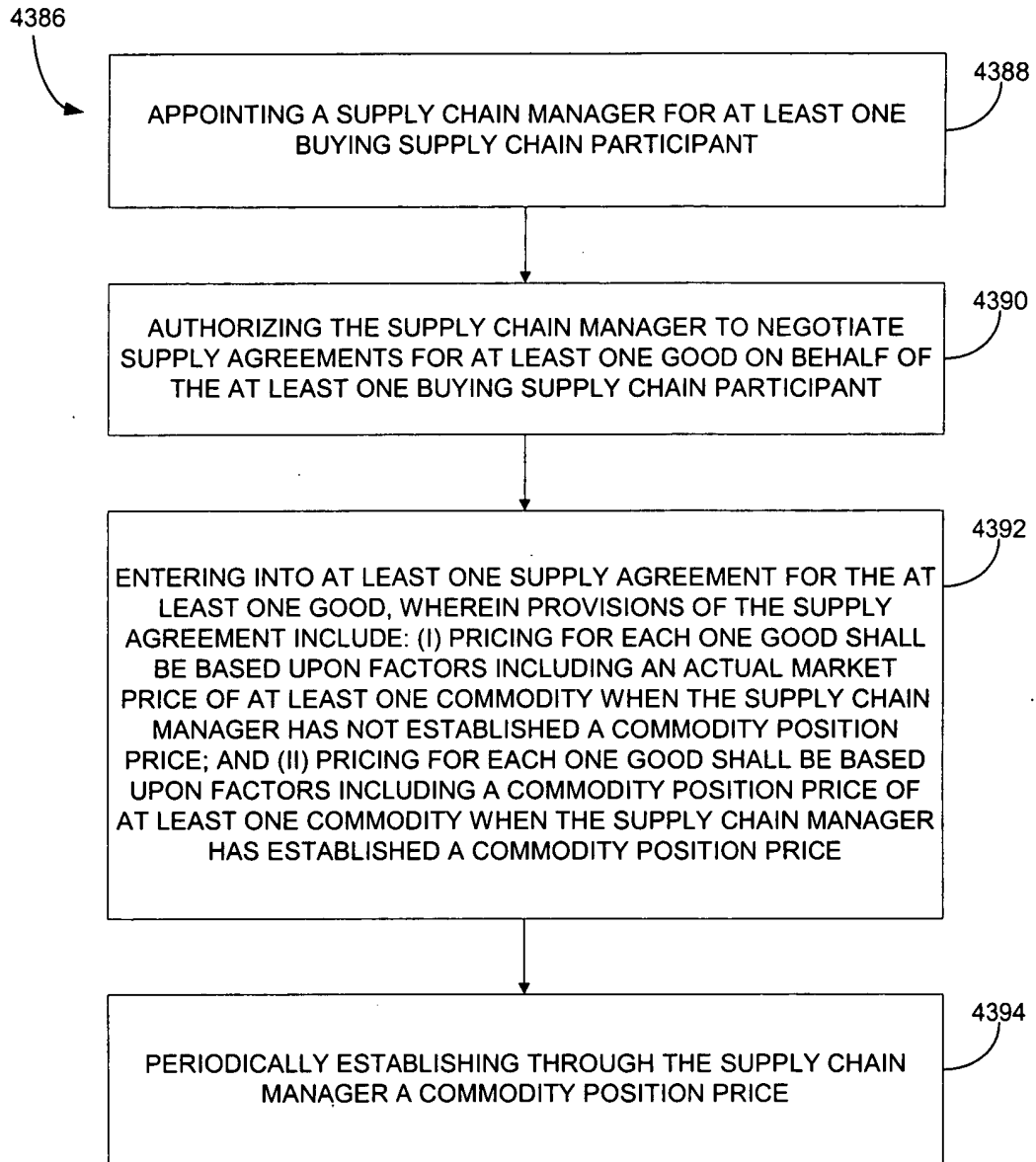
**FIG. 43A**



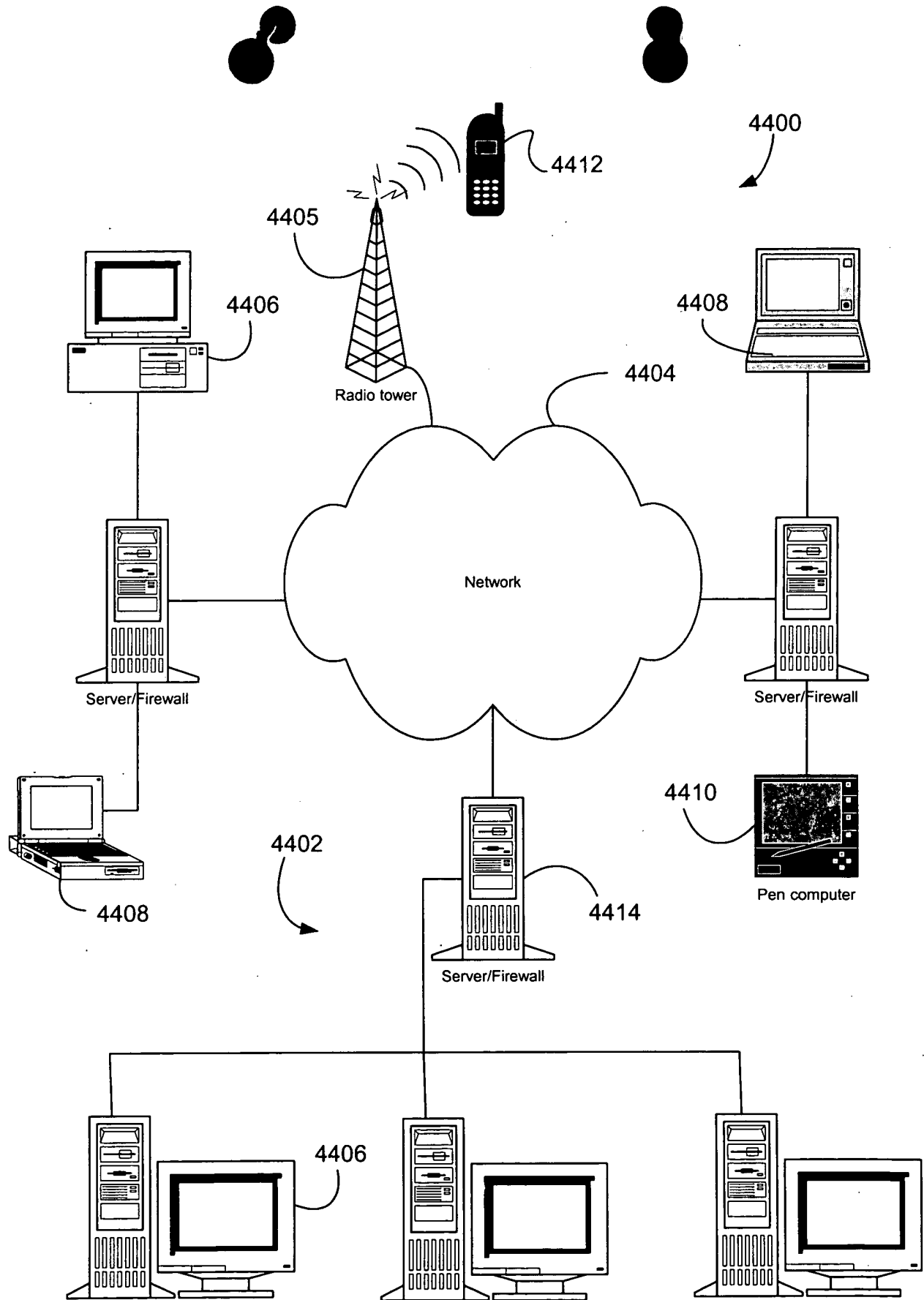
**FIG. 43B**



**FIG. 43C**



**FIG. 43D**



**FIG. 44**



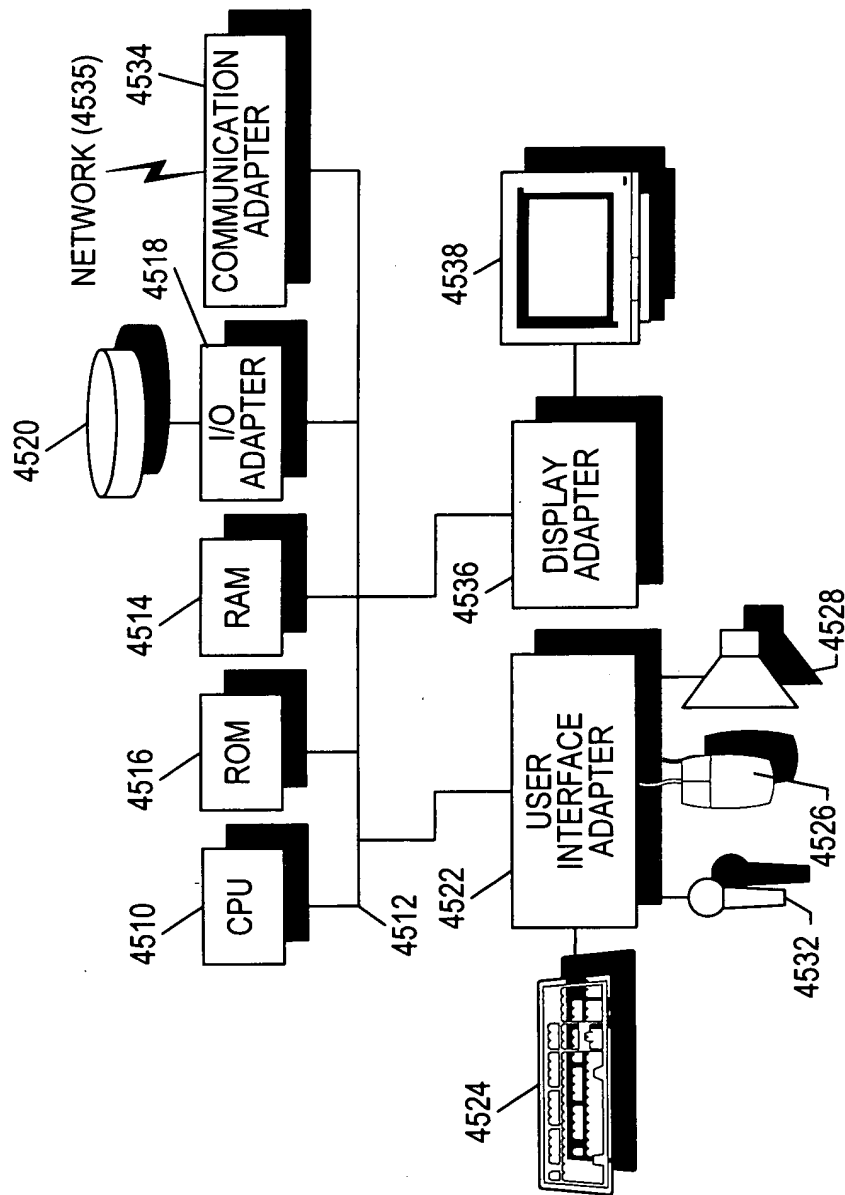
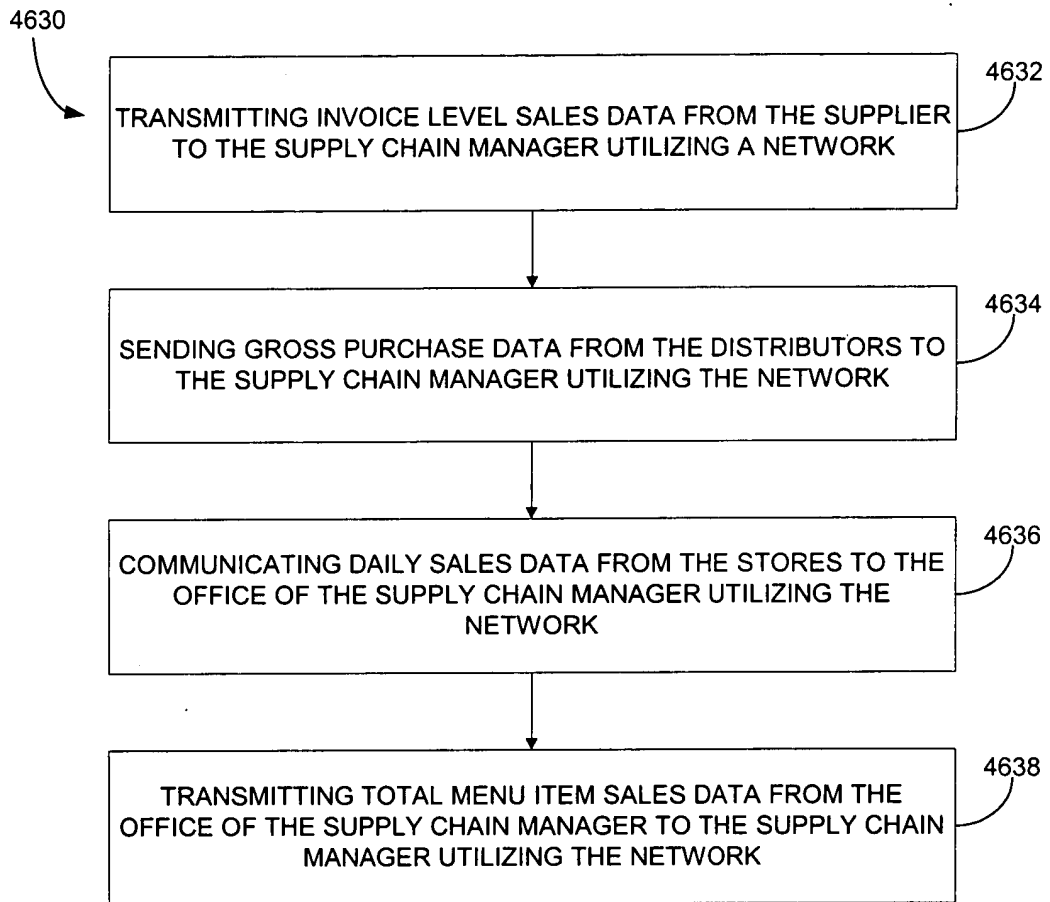


FIG. 45



**FIG. 46**

4730

TRANSMITTING INVOICE LEVEL SALES DATA FROM THE SUPPLIER  
TO THE SUPPLY CHAIN MANAGER UTILIZING A NETWORK

4732

SENDING INVOICE LEVEL SALES DATA FROM THE DISTRIBUTORS  
TO THE SUPPLY CHAIN MANAGER UTILIZING THE NETWORK

4734

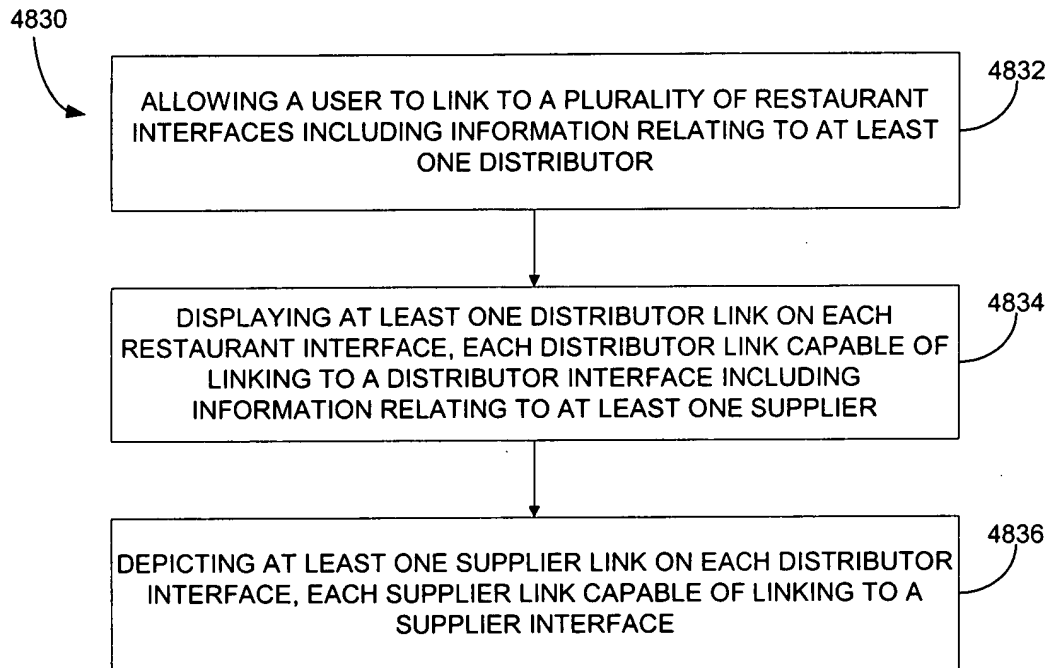
COMMUNICATING DAILY SALES DATA FROM THE STORES TO THE  
OFFICE OF THE SUPPLY CHAIN MANAGER UTILIZING THE  
NETWORK

4736

TRANSMITTING DAILY SALES DATA FROM THE OFFICE OF THE  
SUPPLY CHAIN MANAGER TO THE SUPPLY CHAIN MANAGER  
UTILIZING THE NETWORK, WHEREIN THE DAILY SALES DATA IS  
ORGANIZED BASED ON THE STORES FROM WHICH THE DAILY  
SALES DATA ORIGINATED

4738

**FIG. 47**



**FIG. 48**

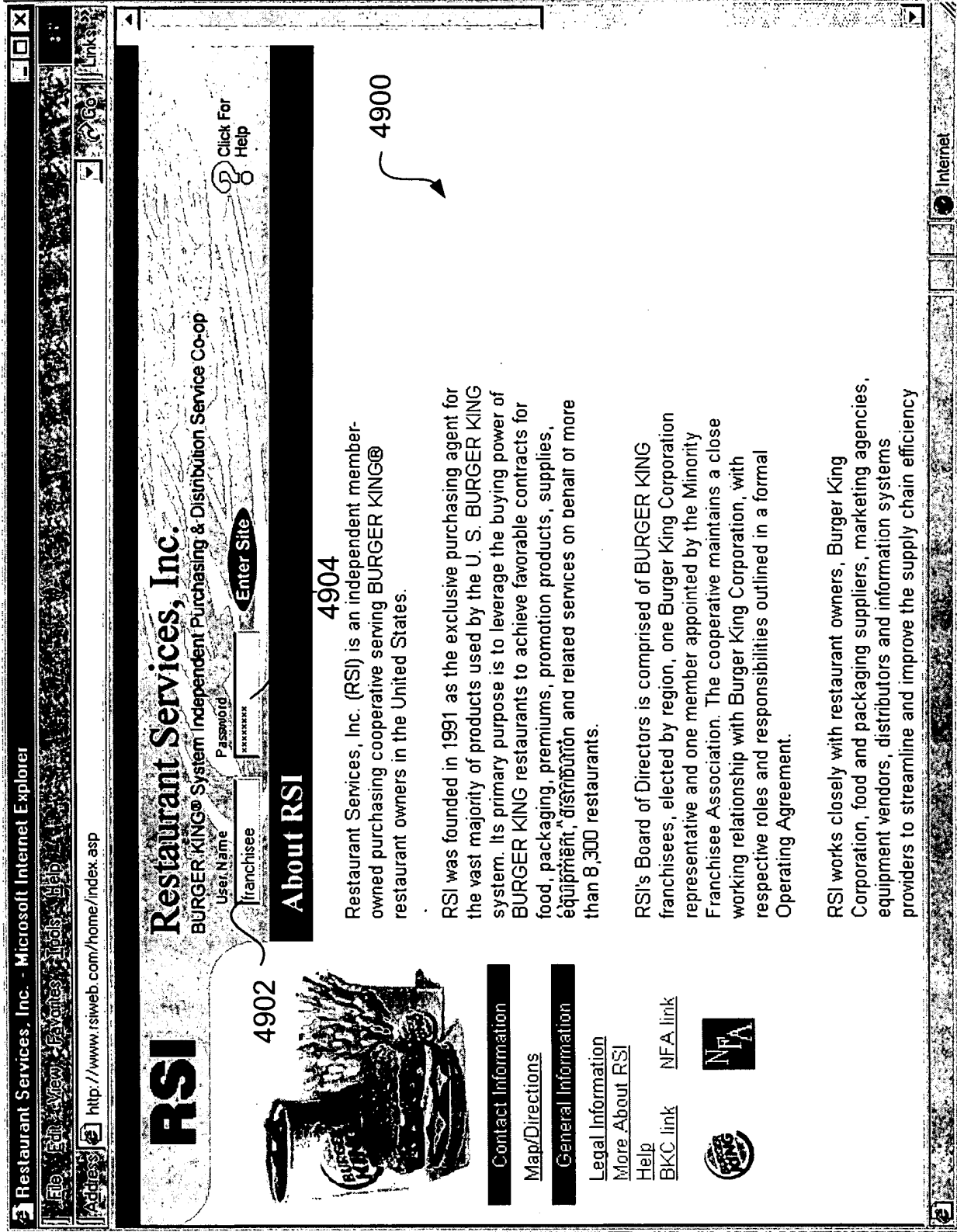


FIG. 49

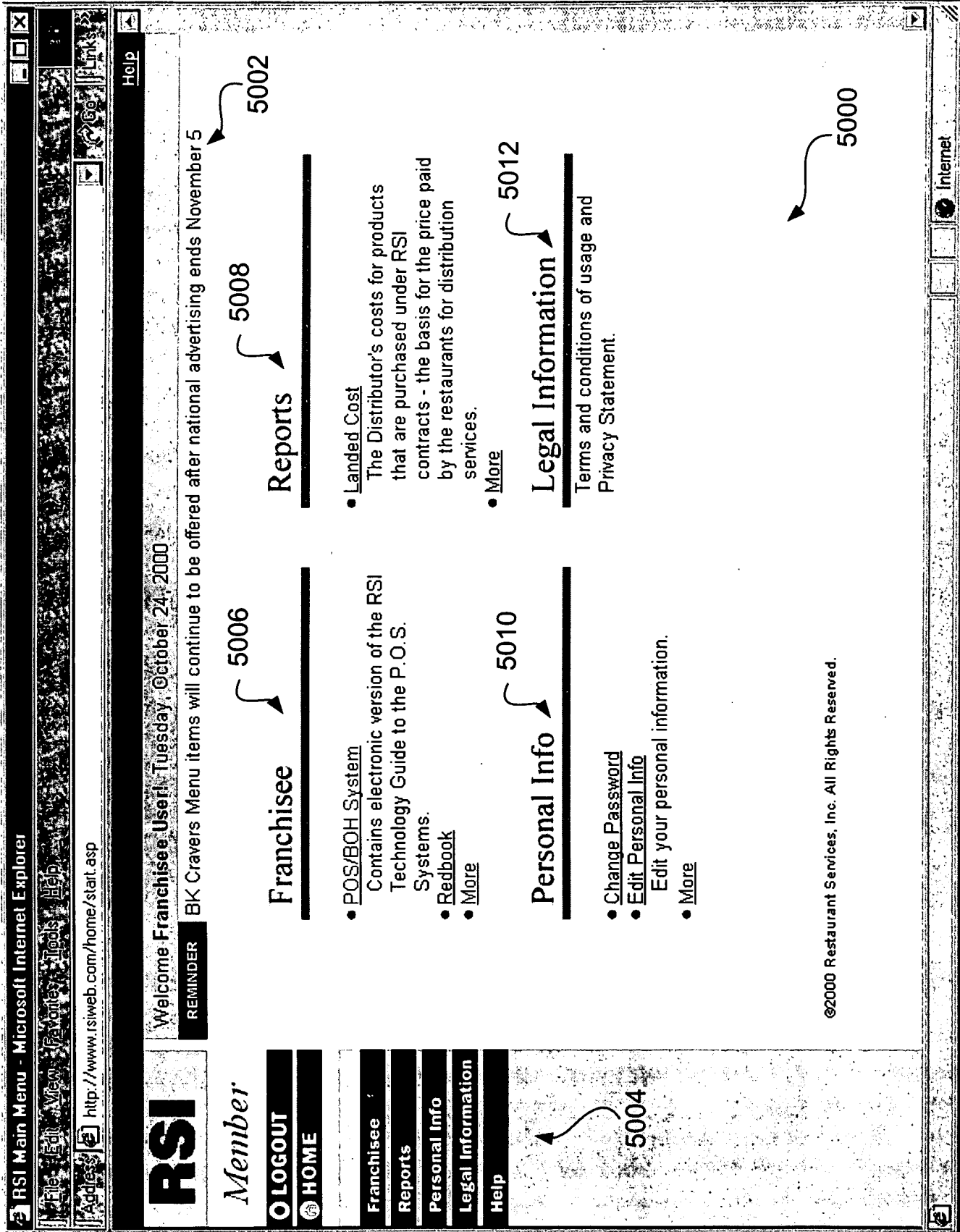
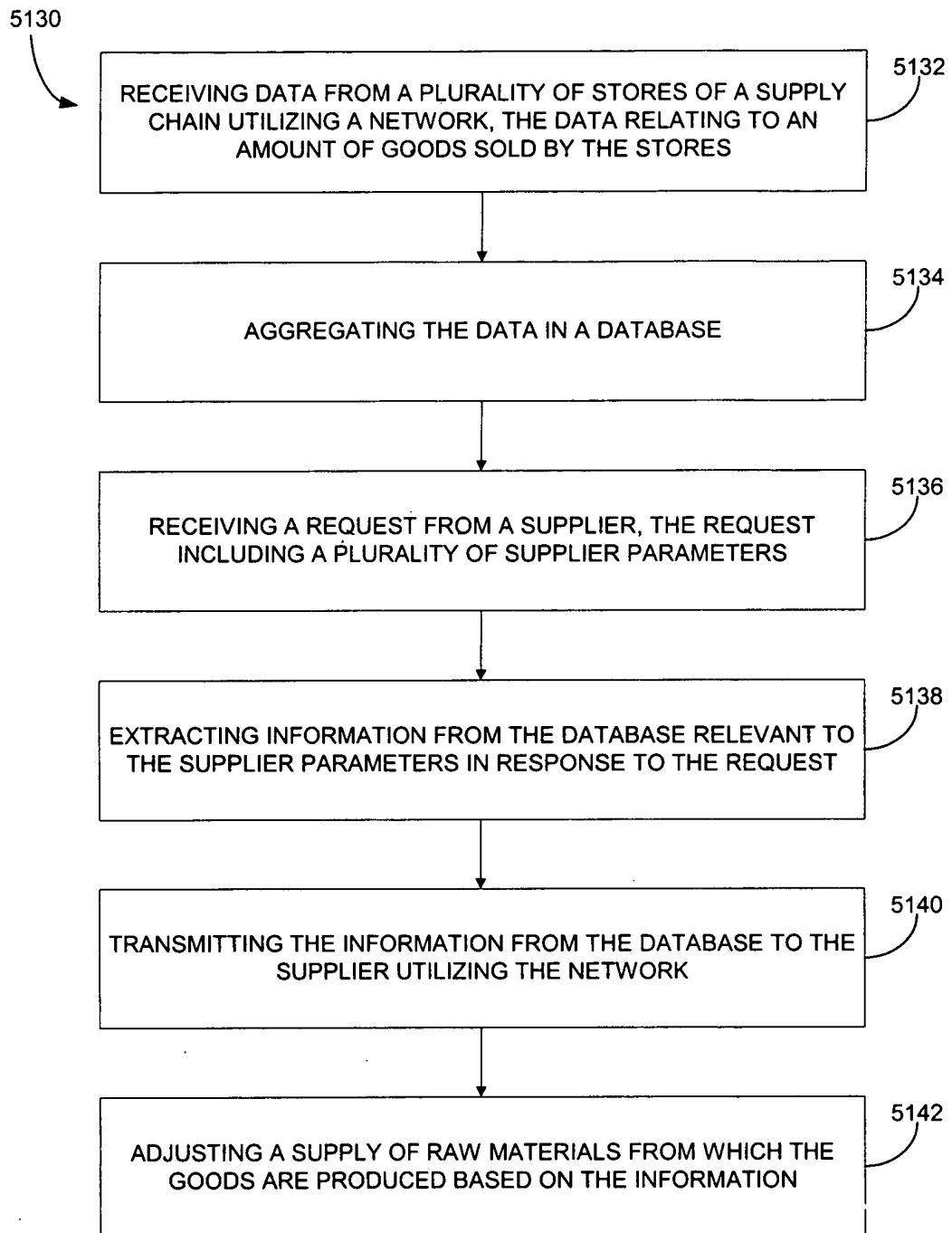
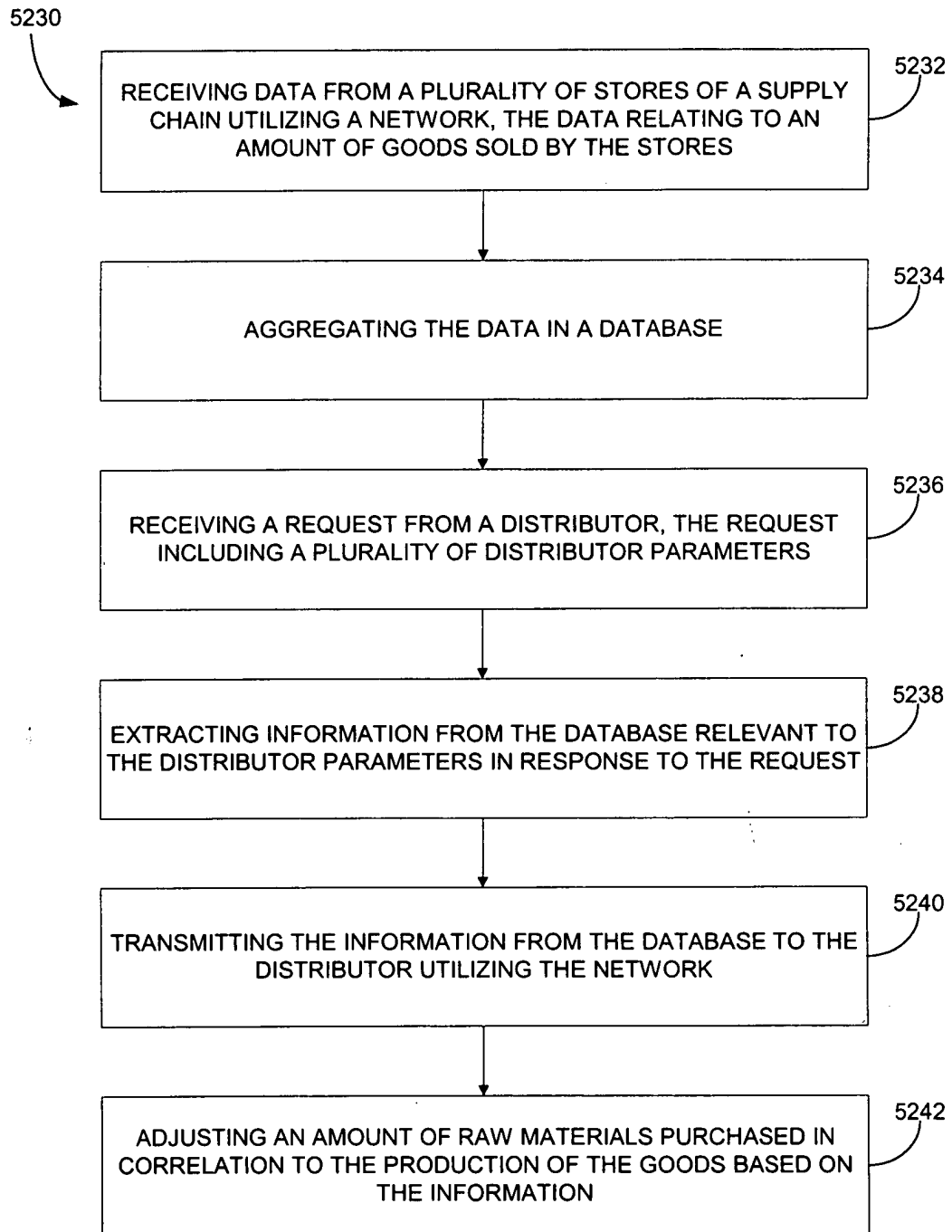


FIG. 50



**FIG. 51**



**FIG. 52**



Printer Friendly Version

**POS Implied Daily Usage - Distributor**  
**Tuesday, October 24, 2000**

Distribution Company: REINHART FOODSERVICE  
Distribution Center: REINHART - CEDAR RAPIDS, IA

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		14 Day Rolling (Total Cases)																	Week Ending Total			
DC Item No	Item Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18		
Number of Restaurants Served by DC			200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	197		
18986	SAUCE: BBQ BULK BULLSEYE	0.00%		13	21	23	18	16	16	16	14	21	21	15	13	13	109	98	80	72		
20788	MUSTARD: BULK BK	0.00%		12	19	20	16	14	14	13	14	19	19	16	15	14	110	104	104	100		
24340	MAYONNAISE: BULK BK	0.00%		134	107	211	173	166	154	163	150	200	206	175	165	151	1184	1146	1142	1109		
24966	STRAW: WRAPPED 7.75" BK	0.00%		21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	186	178		
26318	FORK: WRAPPED BULK BK	0.00%		10	11	12	10	9	8	9	11	12	11	10	9	9	70	71	56	58		
26452	KNIFE: WRAPPED BULK BK	0.00%		3	3	3	3	2	2	2	3	3	3	3	2	2	18	15	8	9		
27662	KETCHUP: BULK BAG IN BOX	0.00%		89	134	142	116	104	102	101	100	136	136	115	106	102	796	771	776	743		
27690	KETCHUP: PACKETS 10g BK	0.00%		127	194	205	180	143	142	139	144	197	197	180	142	140	1112	1070	1078	1044		

**FIG. 53**

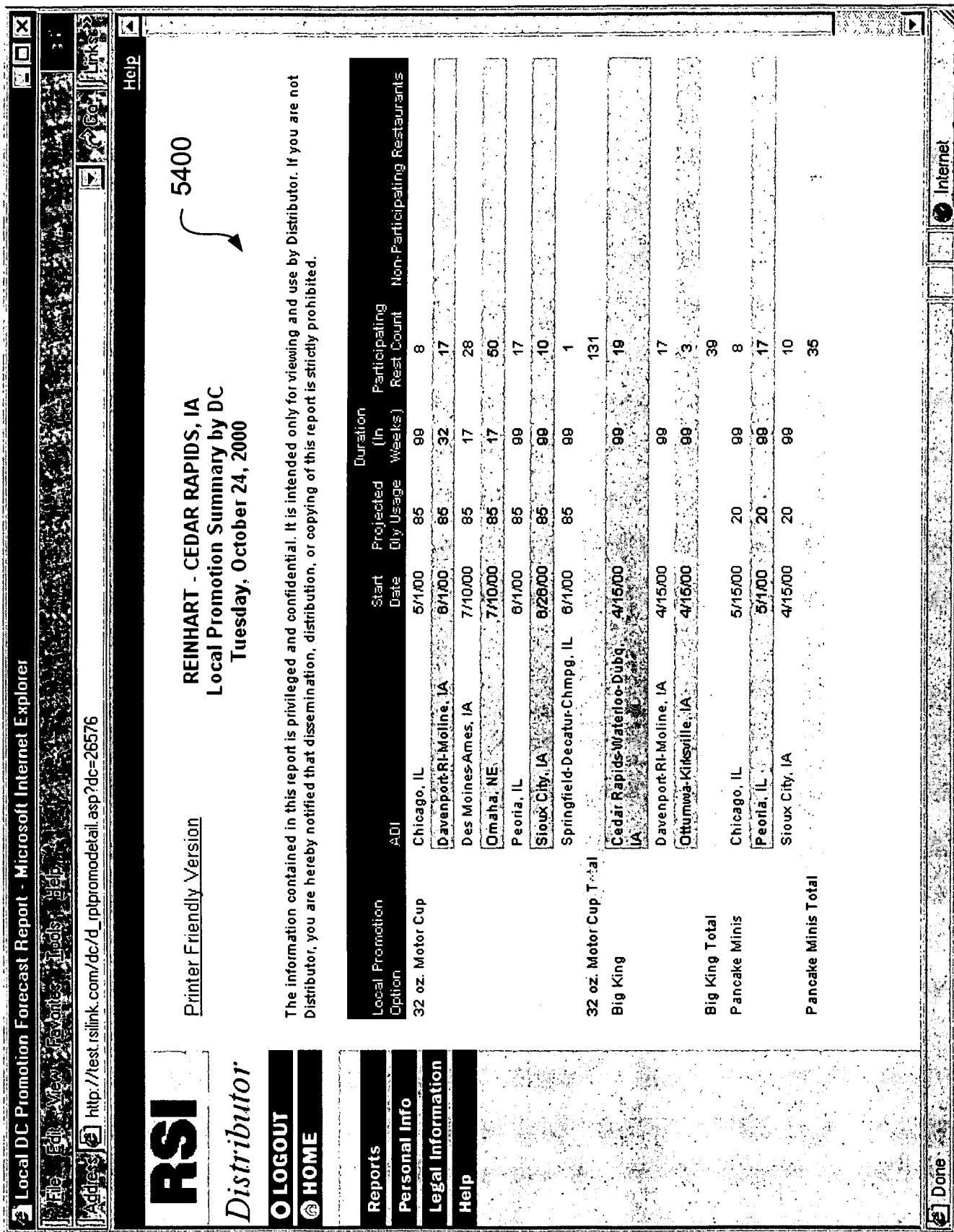


FIG. 54

**ISE**

## Supplier

**LOGOUT** HOME

## Reports

## Personal Info

## Legal Information

**Help**

POS Implied Daily Usage - Supplier

Supplier: **TYSON FOODS**

## Retrieve

5500

Printer Friendly Version

**POS Implied Daily Usage - Supplier  
Tuesday, October 24, 2000**

Supplier: TYSON FOODS

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[illegible]



*Member*

## Logout

**HOME**

## Franchisee

## Reports

## Personal Info

## Legal Information

**Help**

# Landed Cost Report

5600

**Restaurant Number:**

0003473

Date:

10/22/00

## Retrieve

Printer Friendly Version

## Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

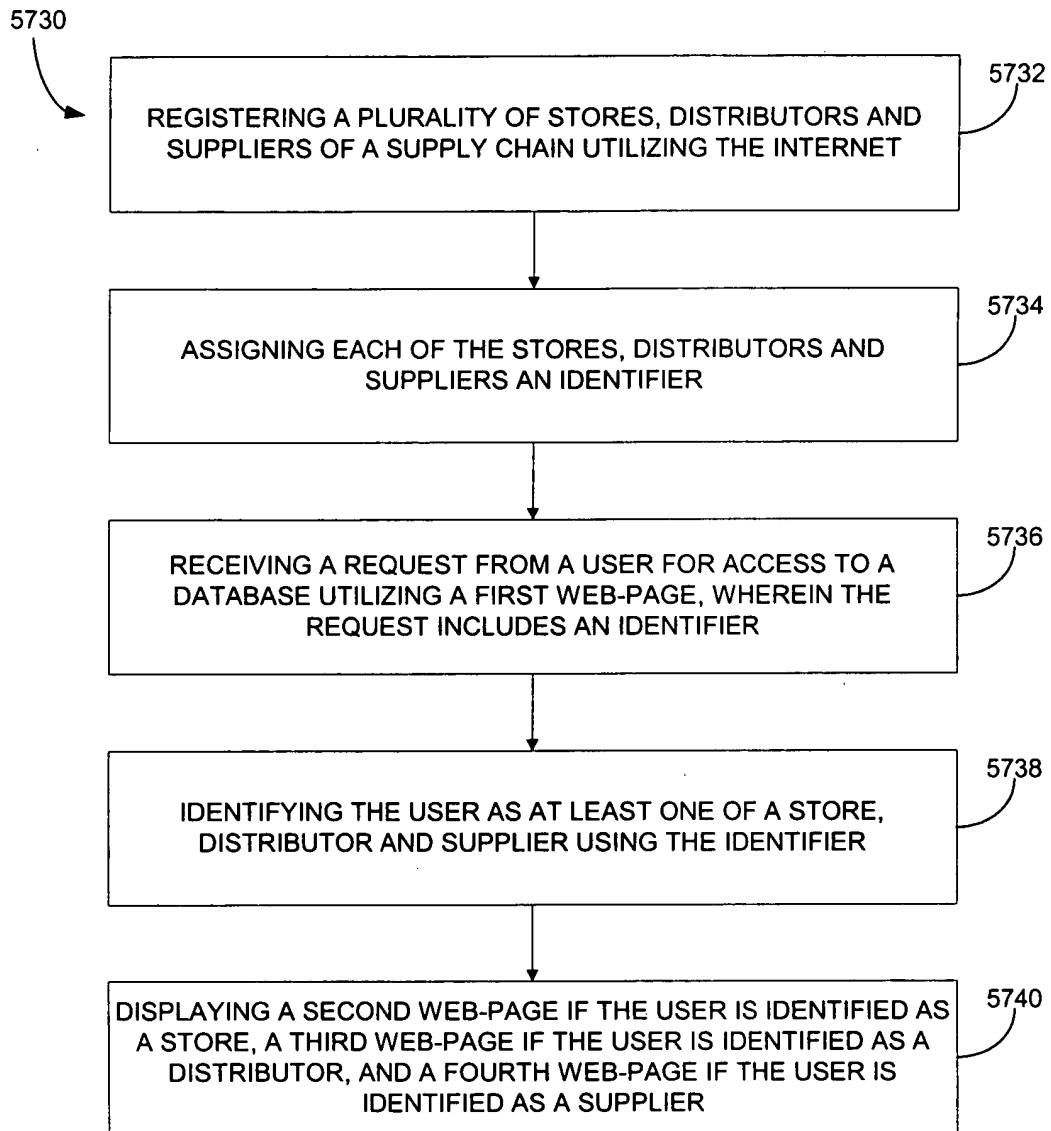
**Contact Number: 305-529-3409**

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE THERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	369	SAUCE-BULK KRAFT BULL'S EYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	87	MUSTARD-BULK 3 GAL	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

**Is Done**

**FIG. 56**



**FIG. 57**

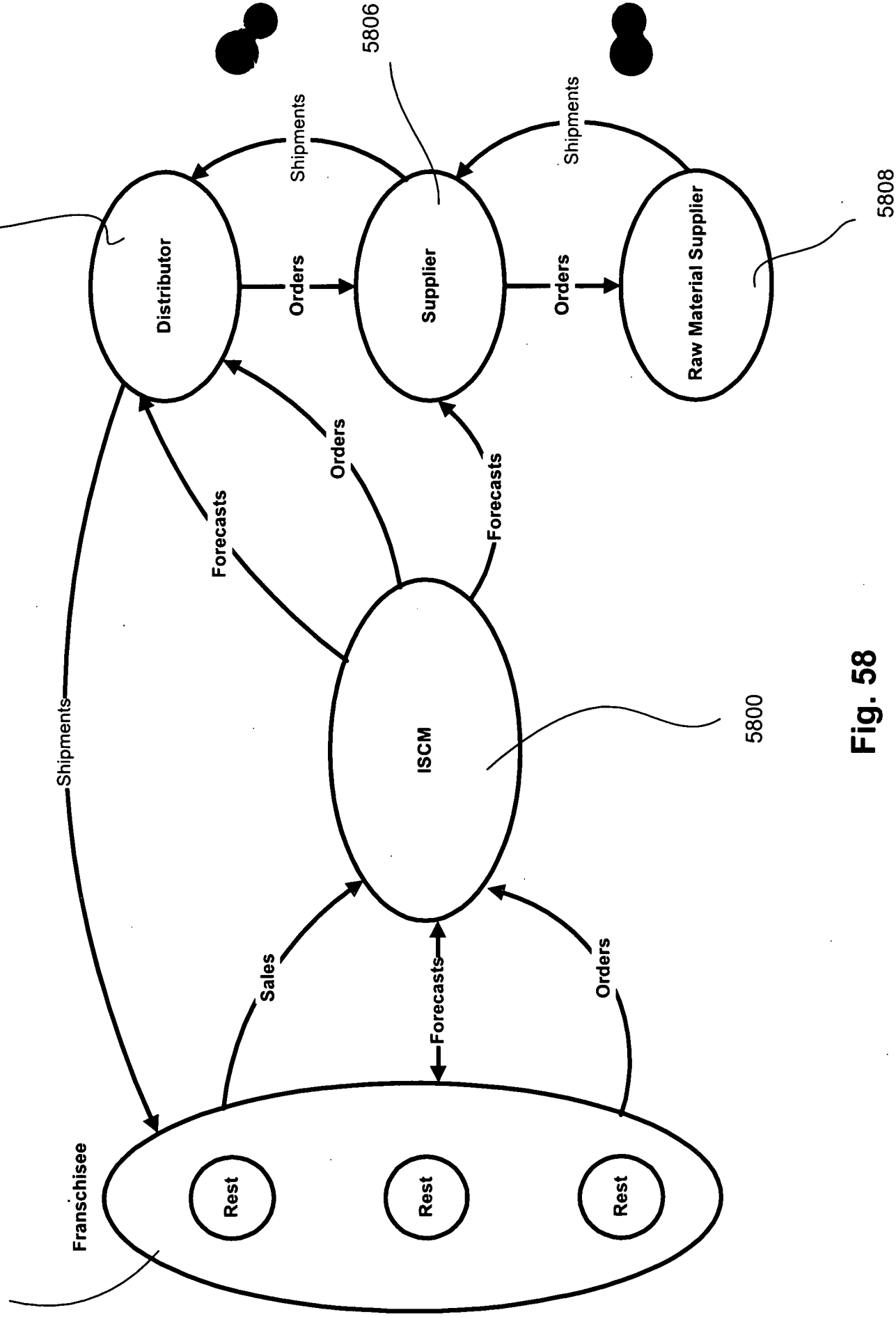
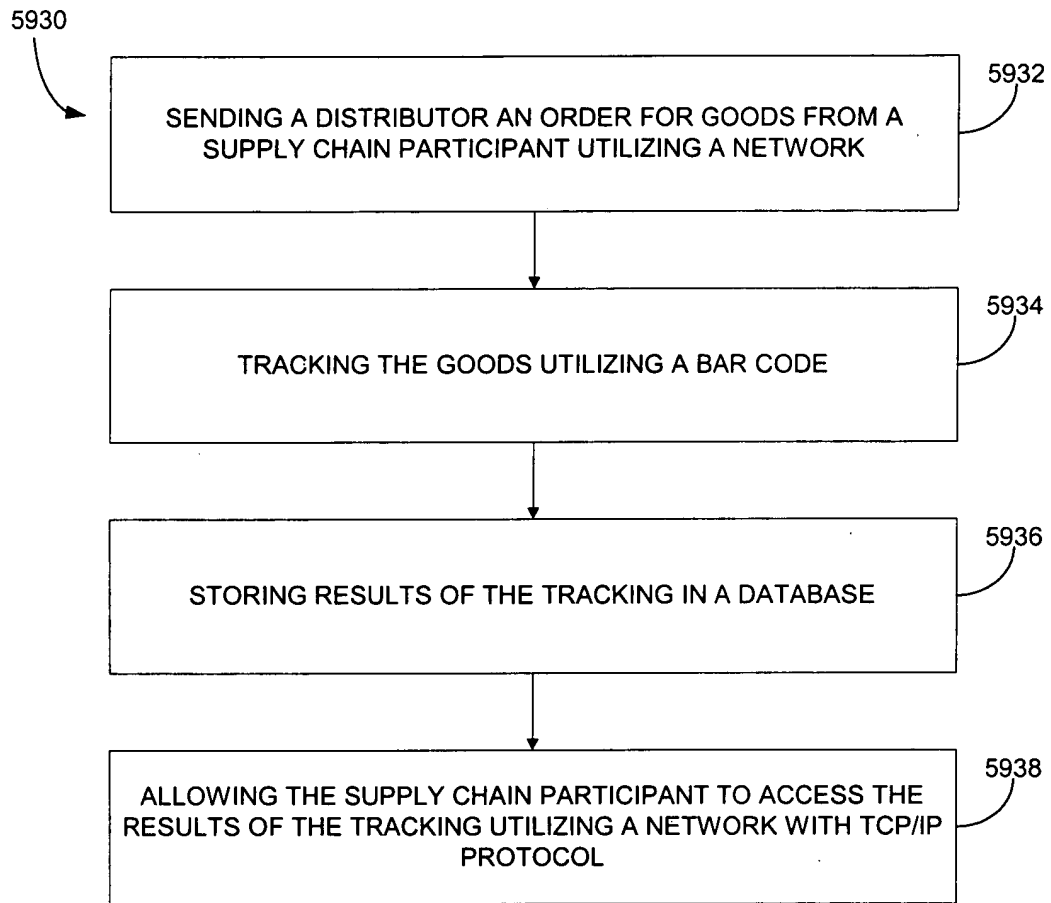


Fig. 58



**FIG. 59**

6002

6004

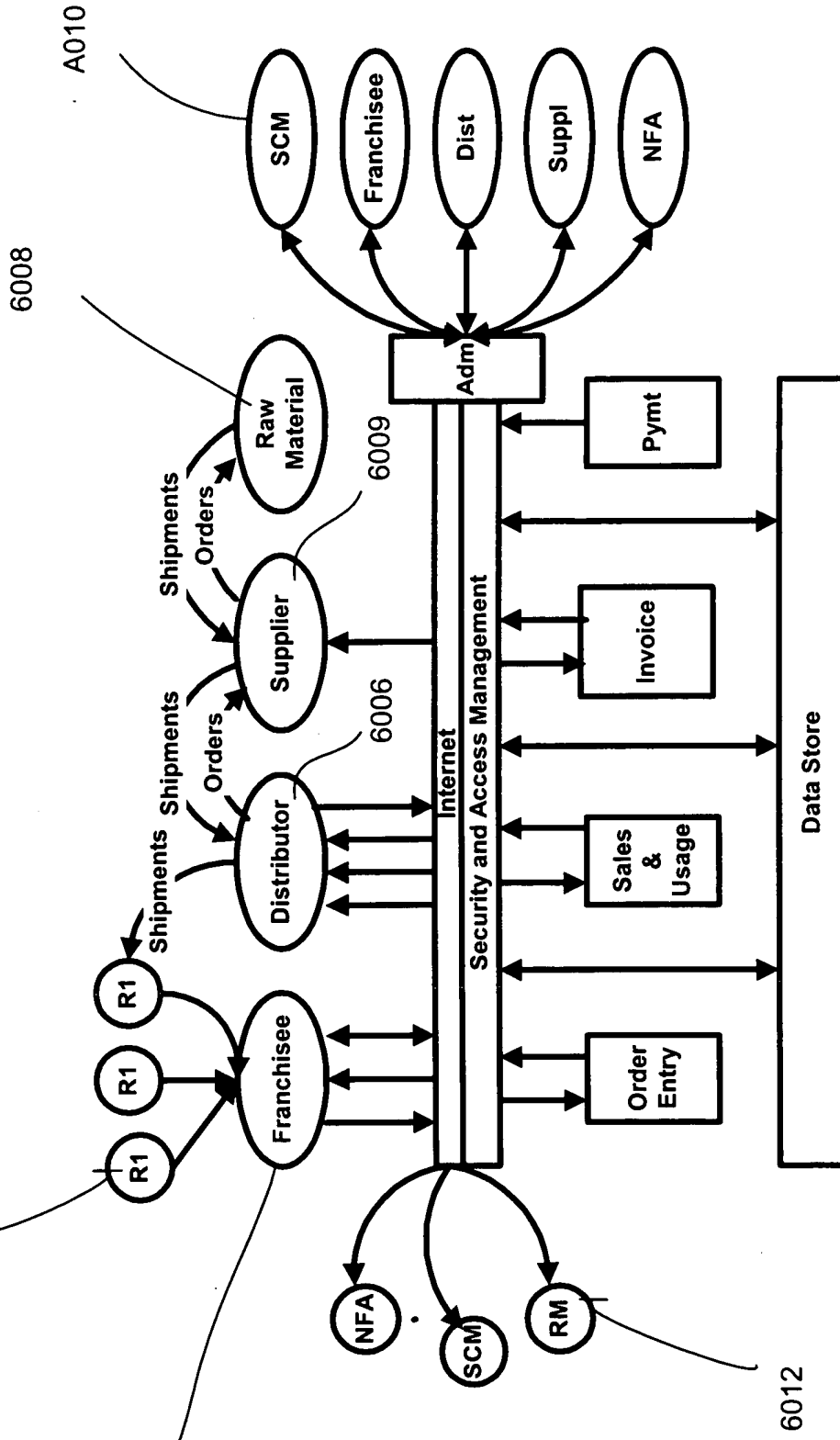


Fig. 60



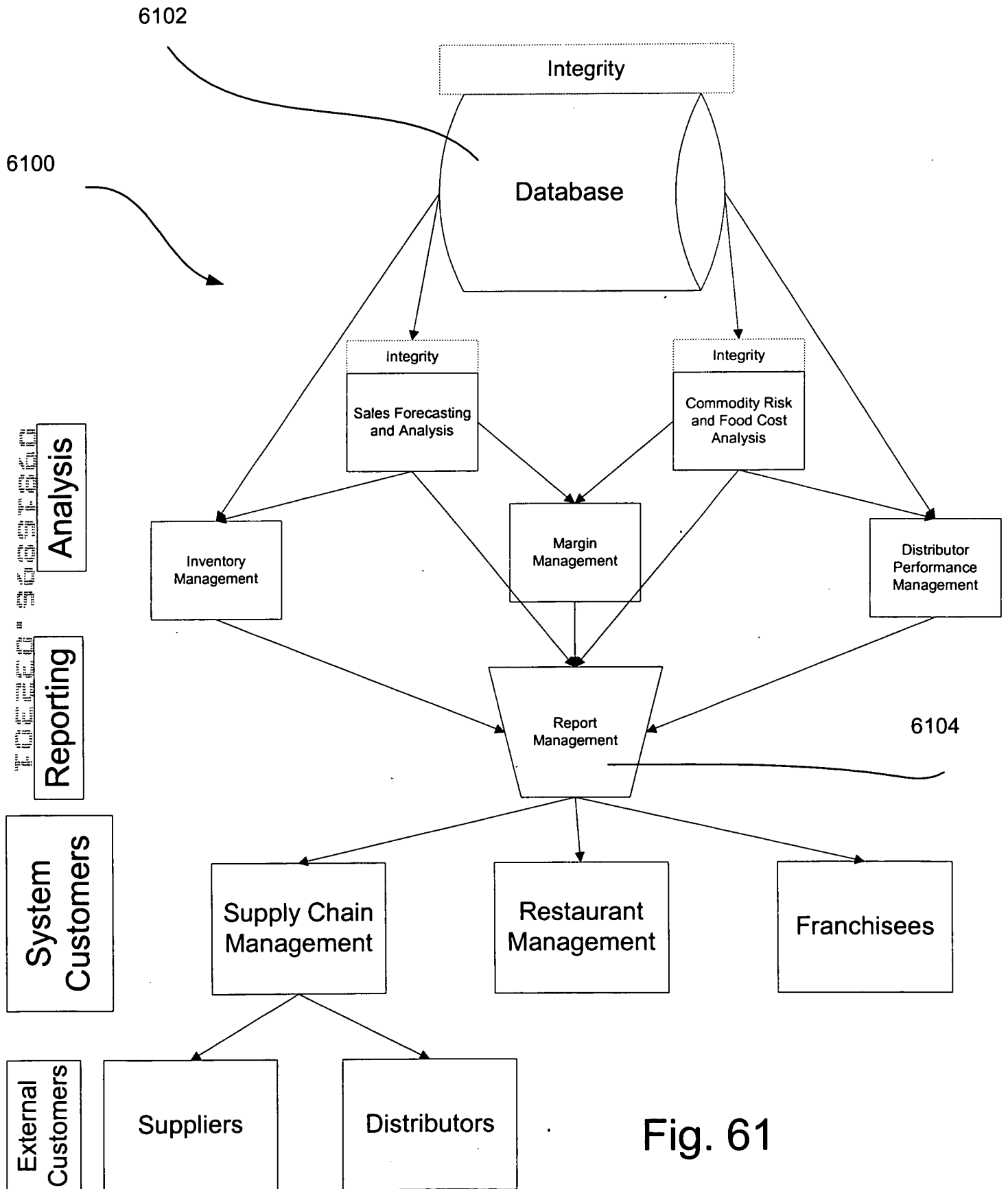
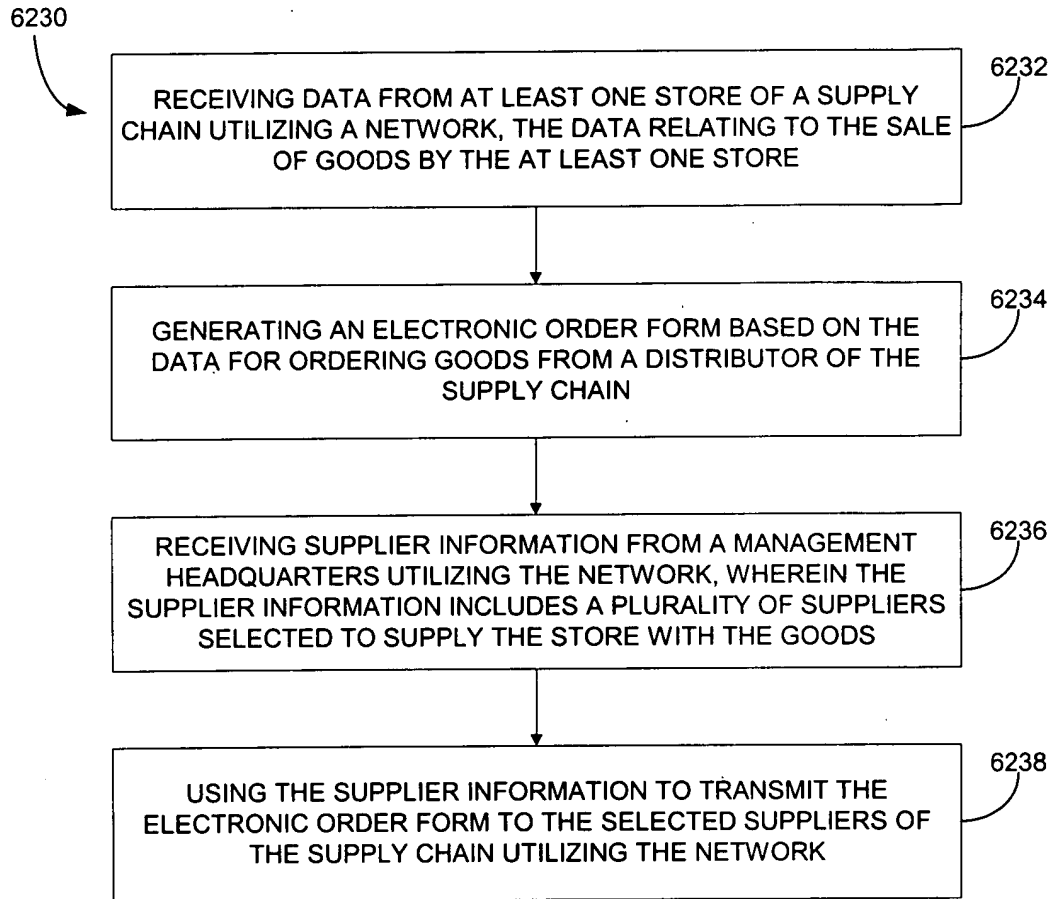


Fig. 61



**FIG. 62**

6300

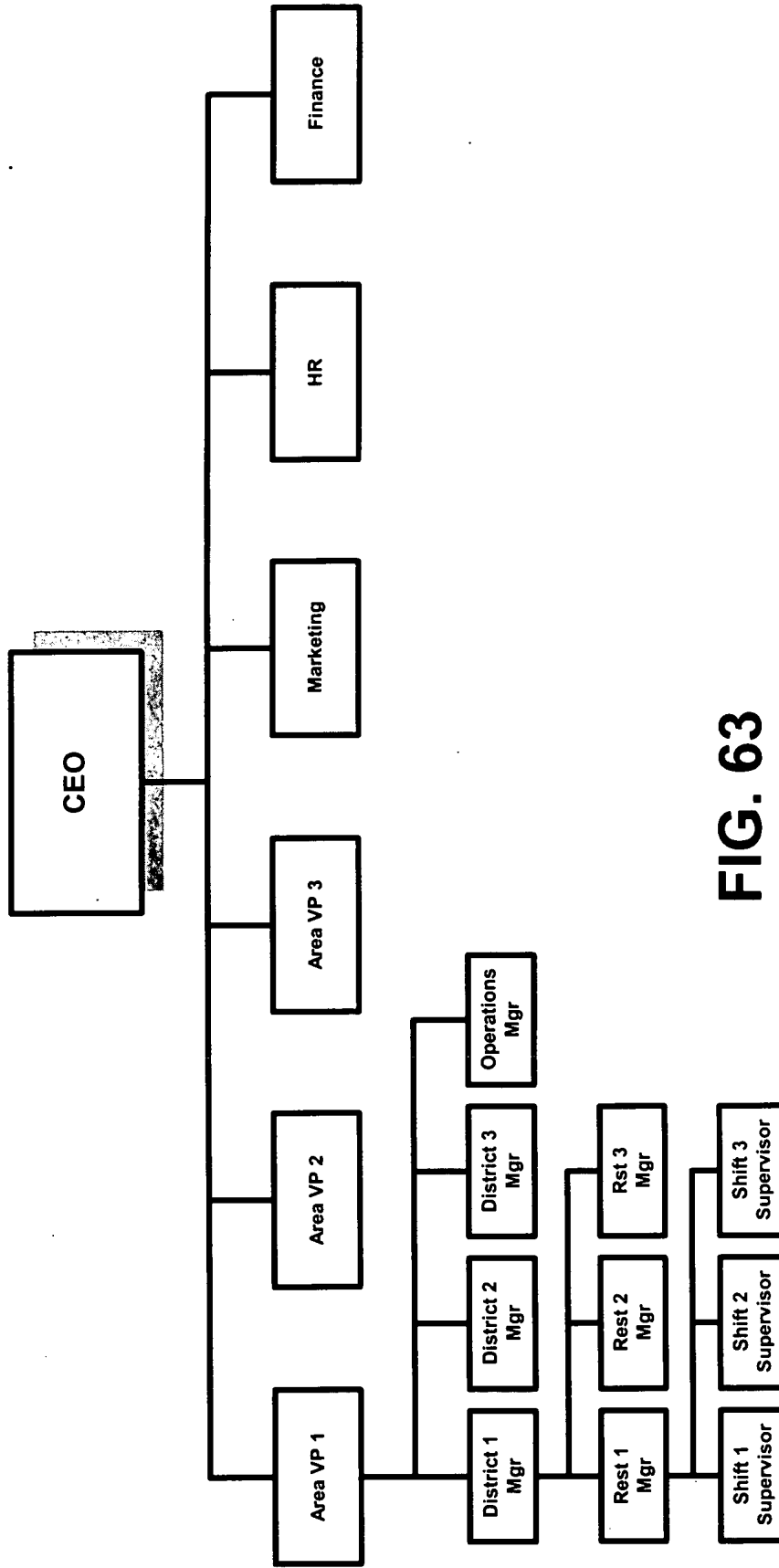
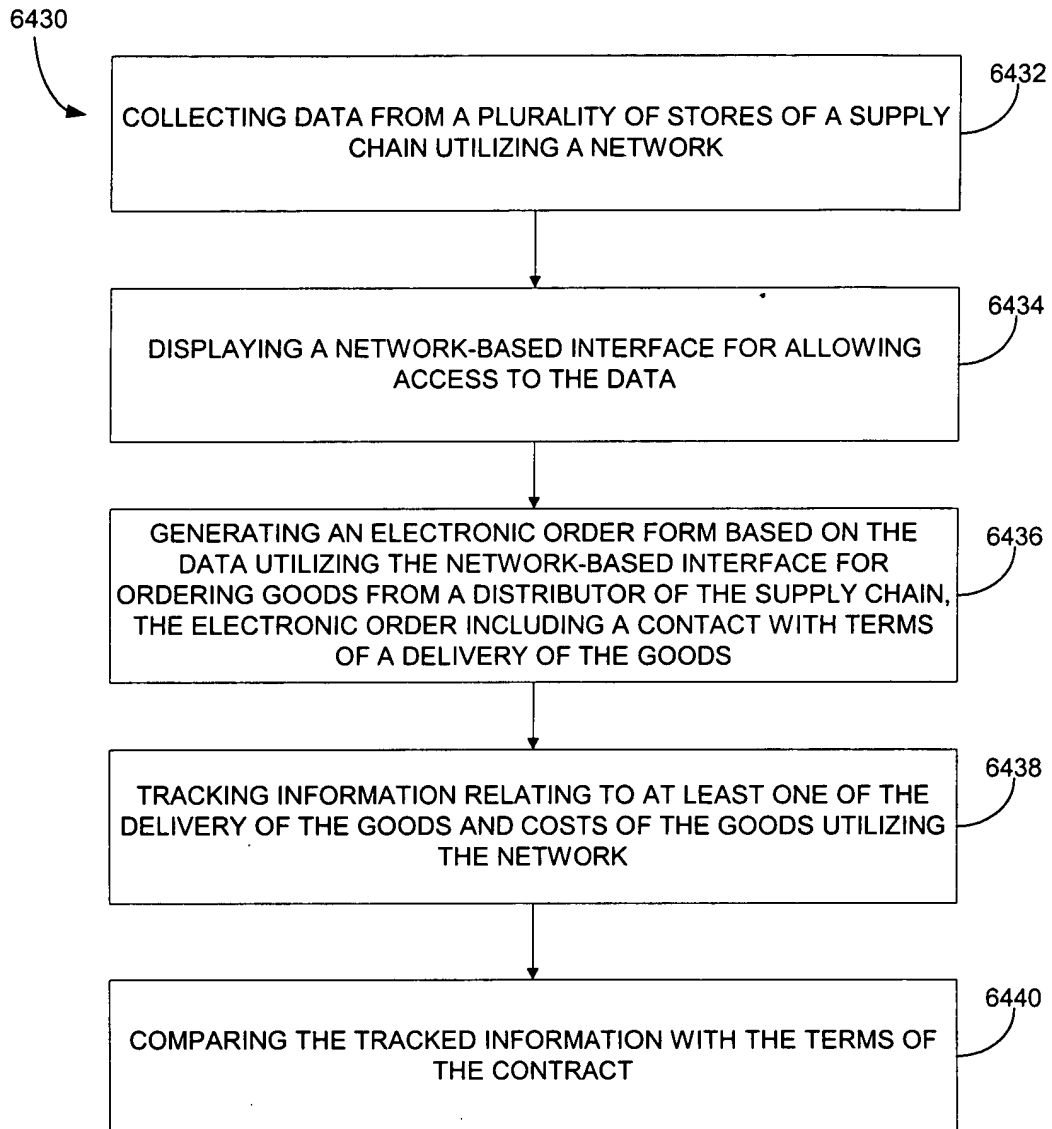
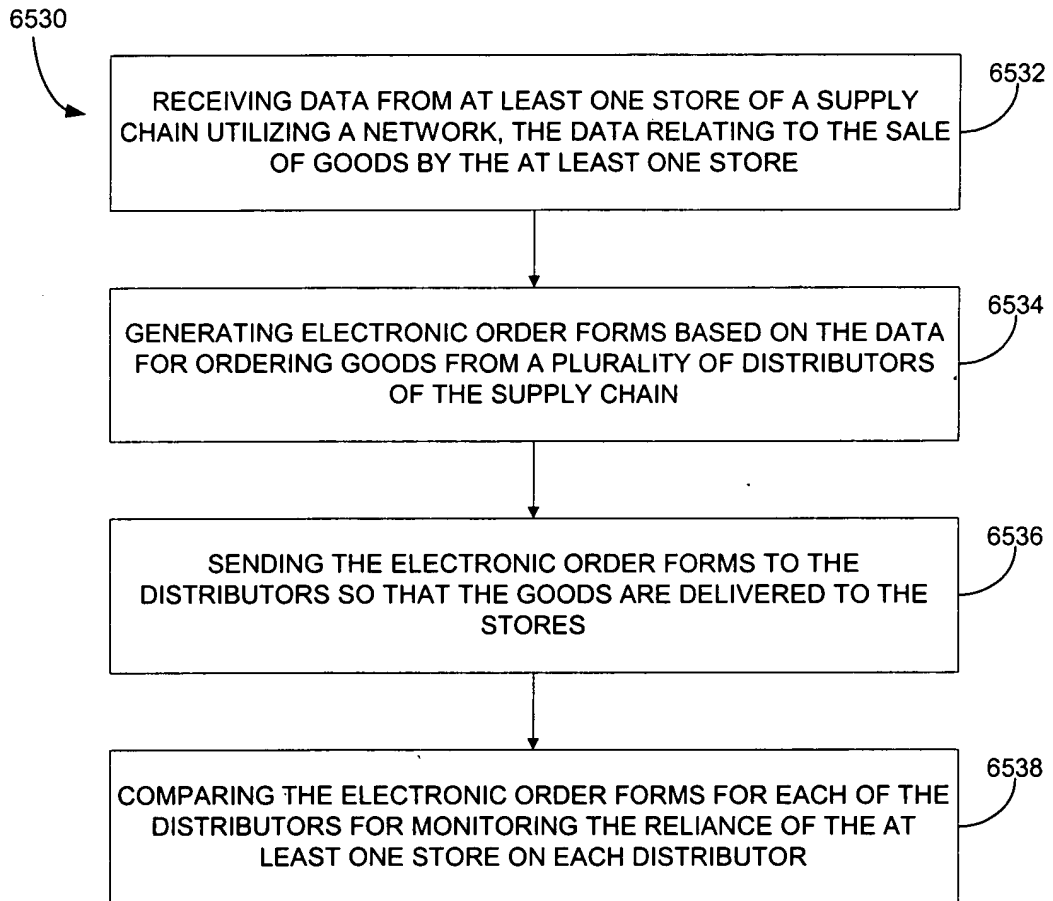


FIG. 63



**FIG. 64**



**FIG. 65**

6630

RECEIVING DATA FROM AT LEAST ONE STORE OF A SUPPLY  
CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE  
OF GOODS BY THE AT LEAST ONE STORE

6632

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA  
FOR ORDERING GOODS FROM A PLURALITY OF SUPPLIERS OF  
THE SUPPLY CHAIN

6634

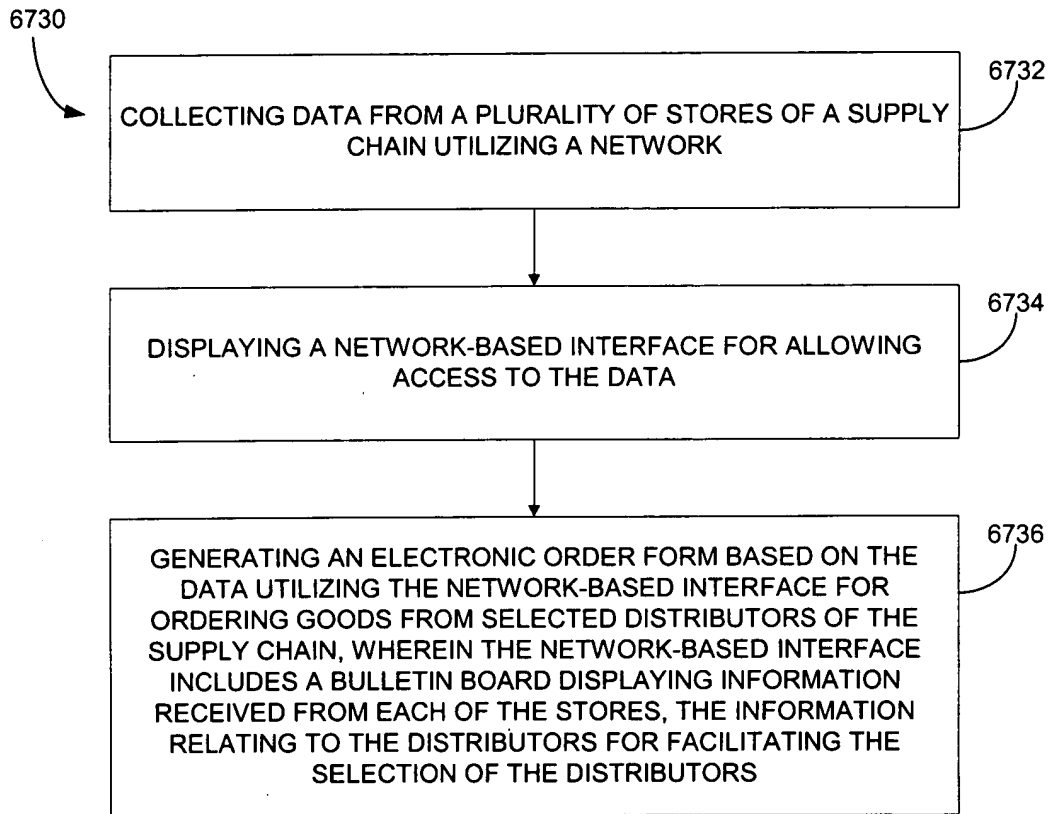
SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLIERS  
SO THAT THE GOODS ARE SUPPLIED TO THE STORES

6636

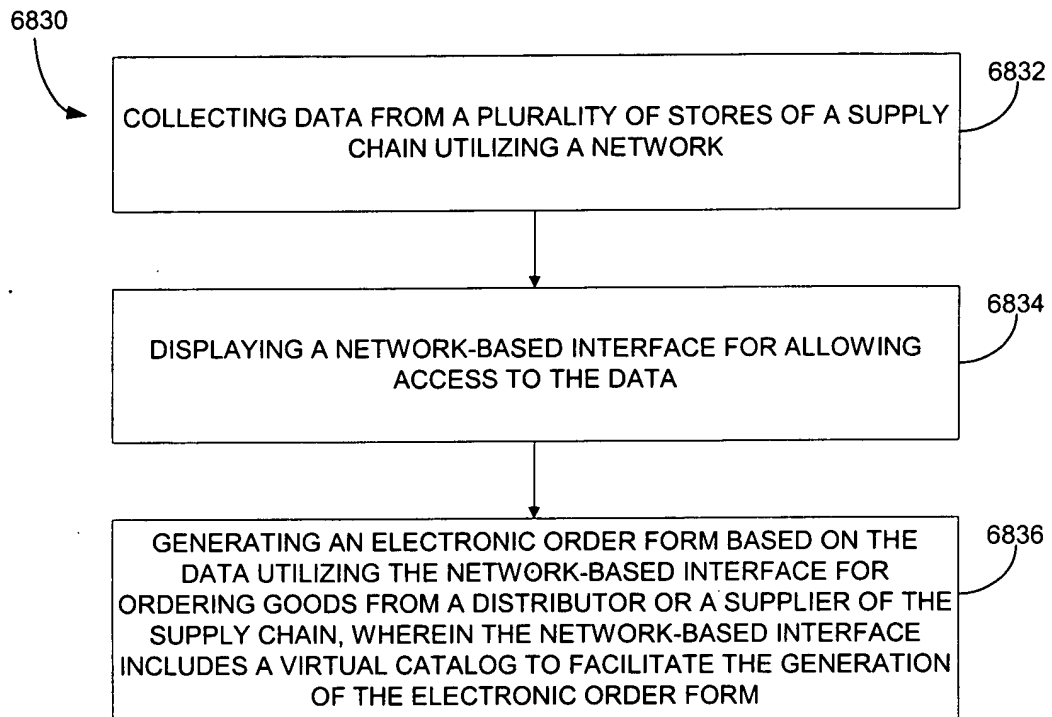
COMPARING THE ELECTRONIC ORDER FORMS FOR EACH OF THE  
SUPPLIERS FOR MONITORING THE RELIANCE OF THE AT LEAST  
ONE STORE ON EACH SUPPLIER

6638

**FIG. 66**



**FIG. 67**



**FIG. 68**



6900

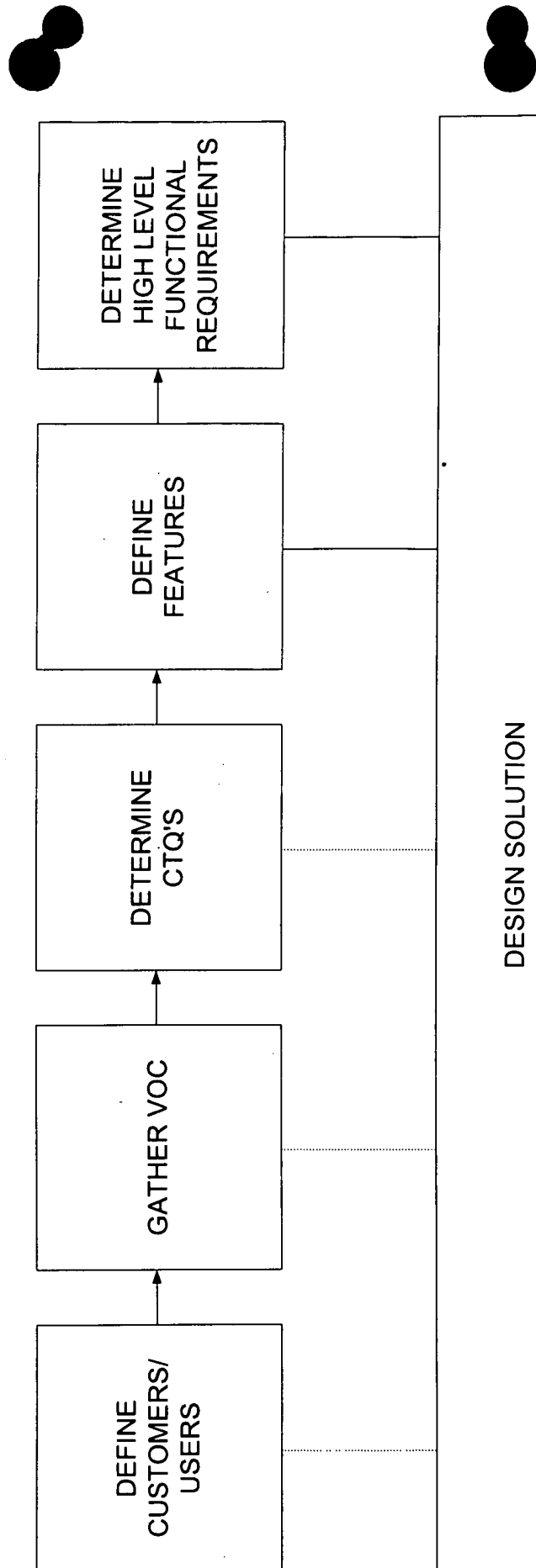
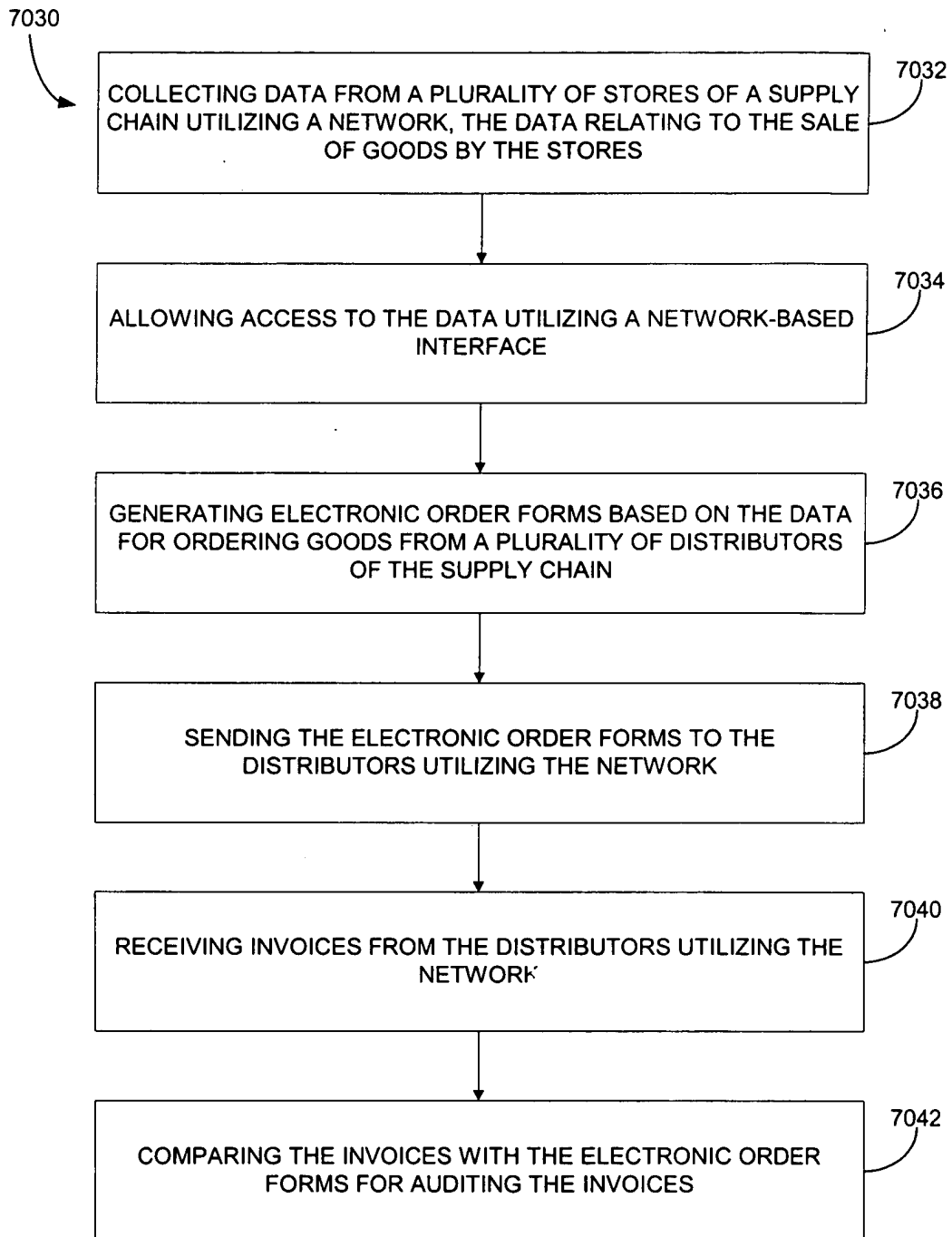
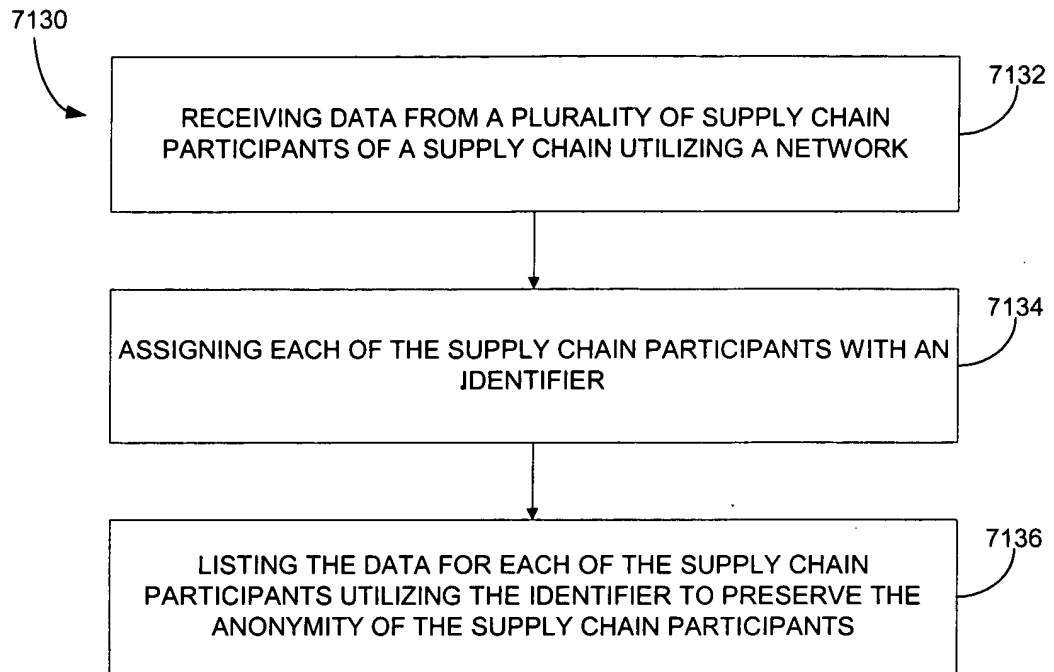


FIG. 69



**FIG. 70**



**FIG. 71**

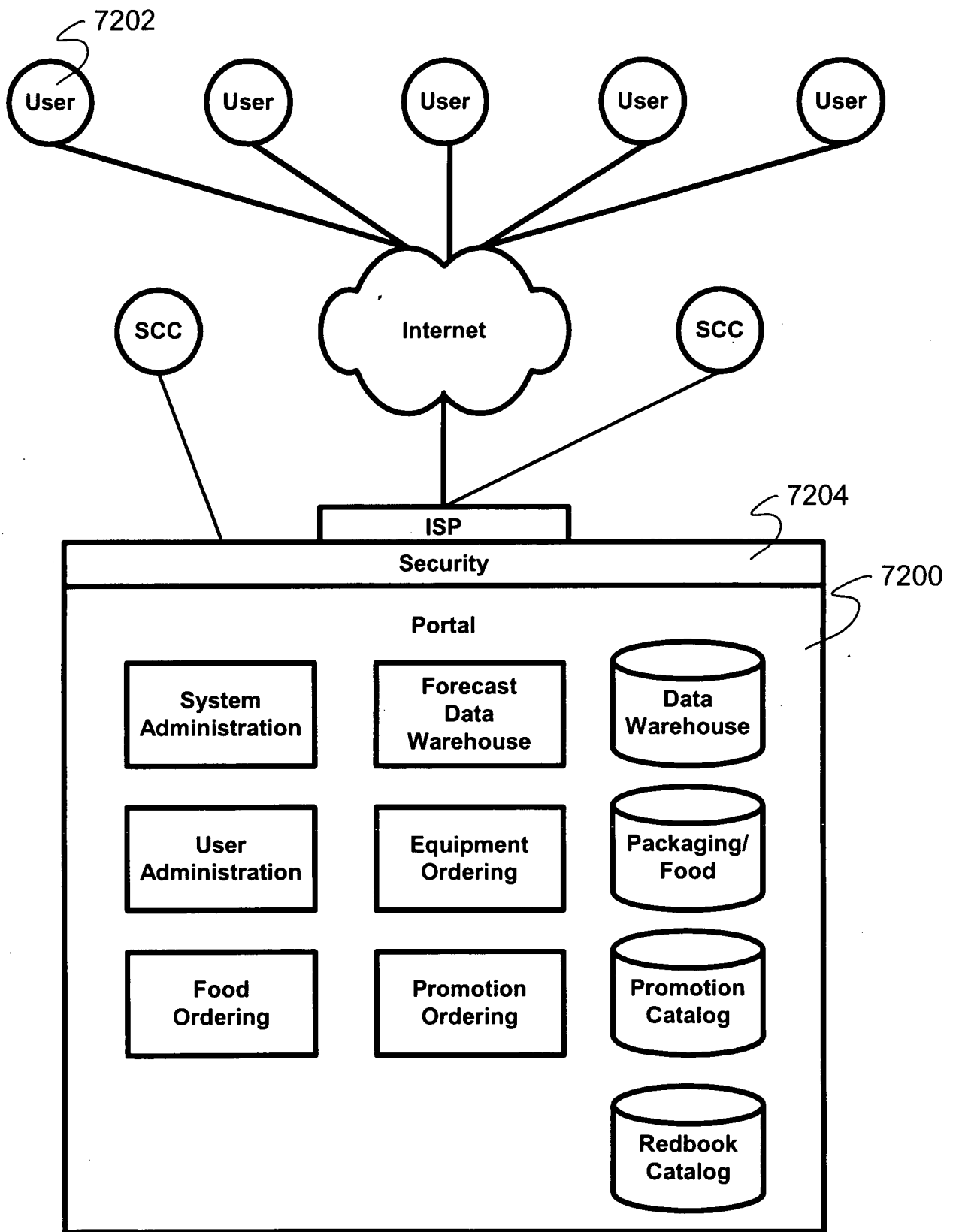


FIG. 72

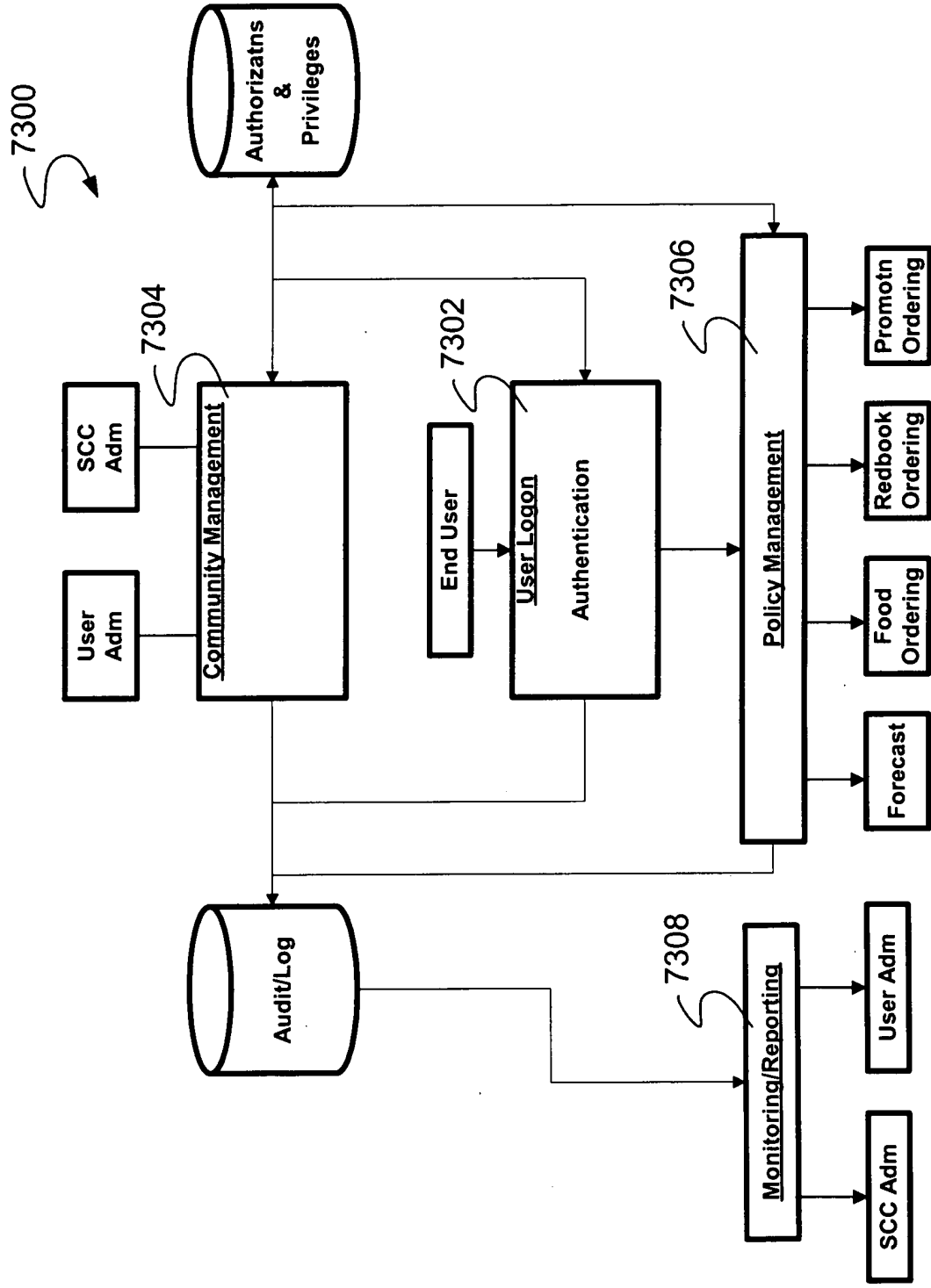


FIG. 73

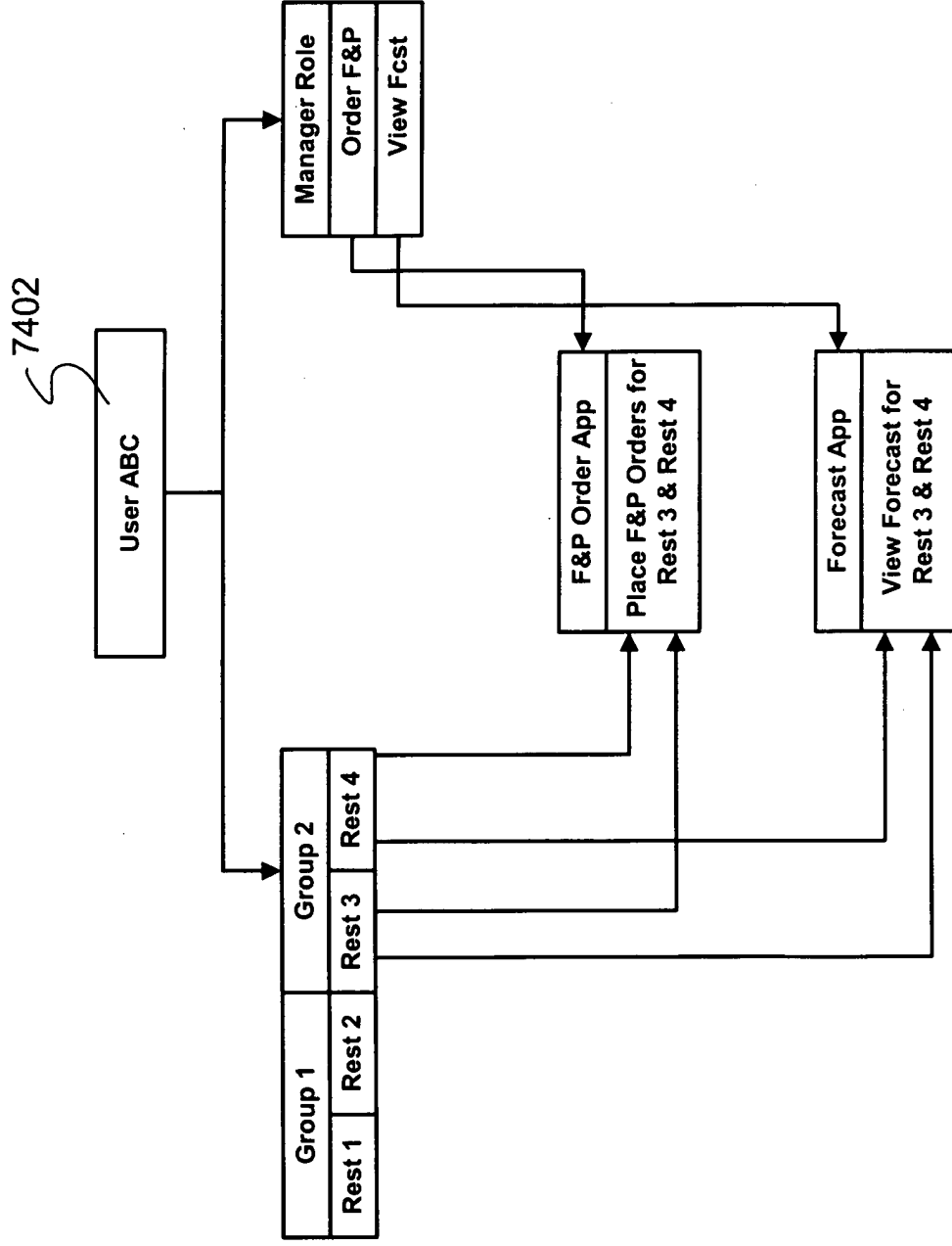


FIG. 74

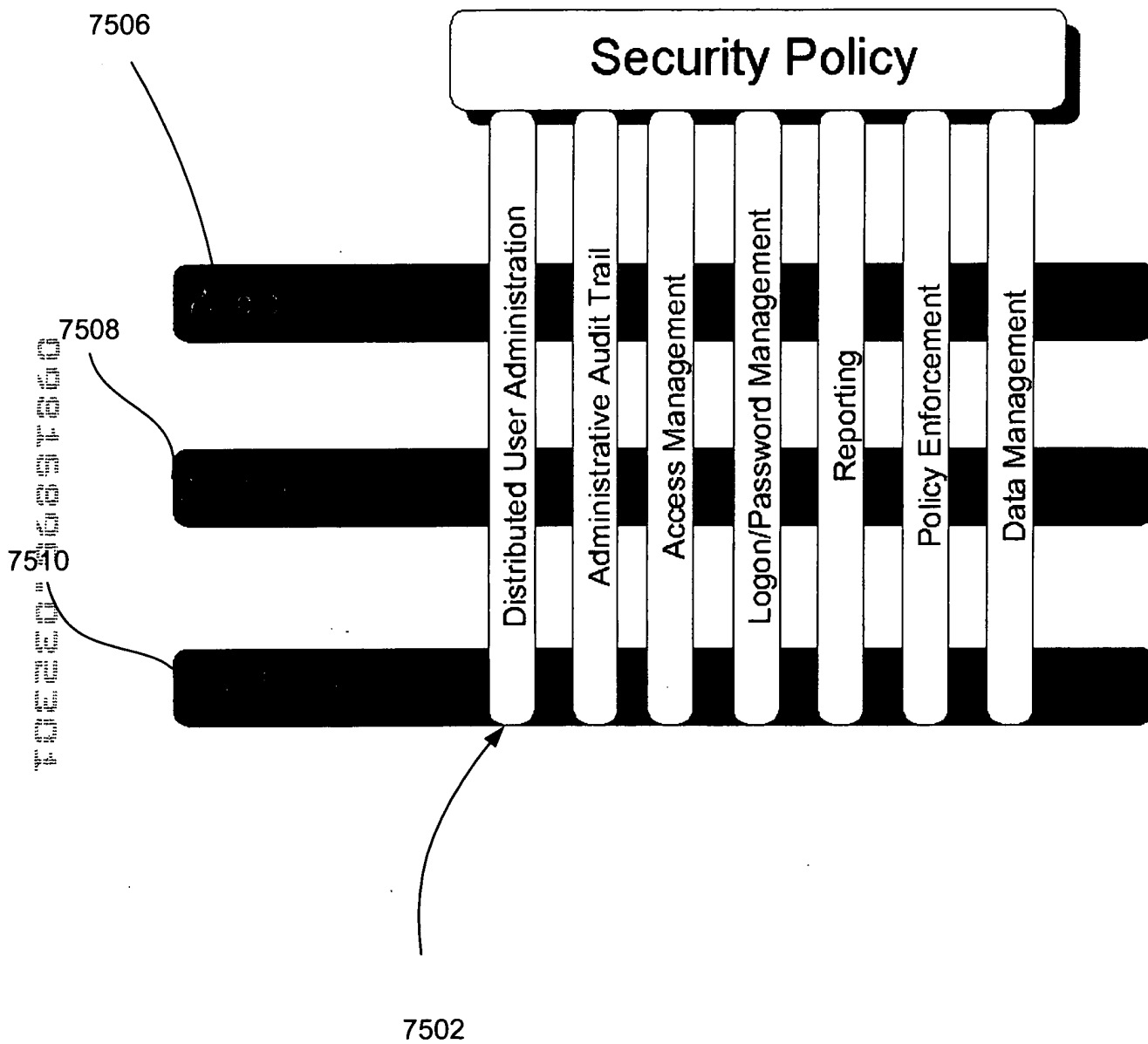
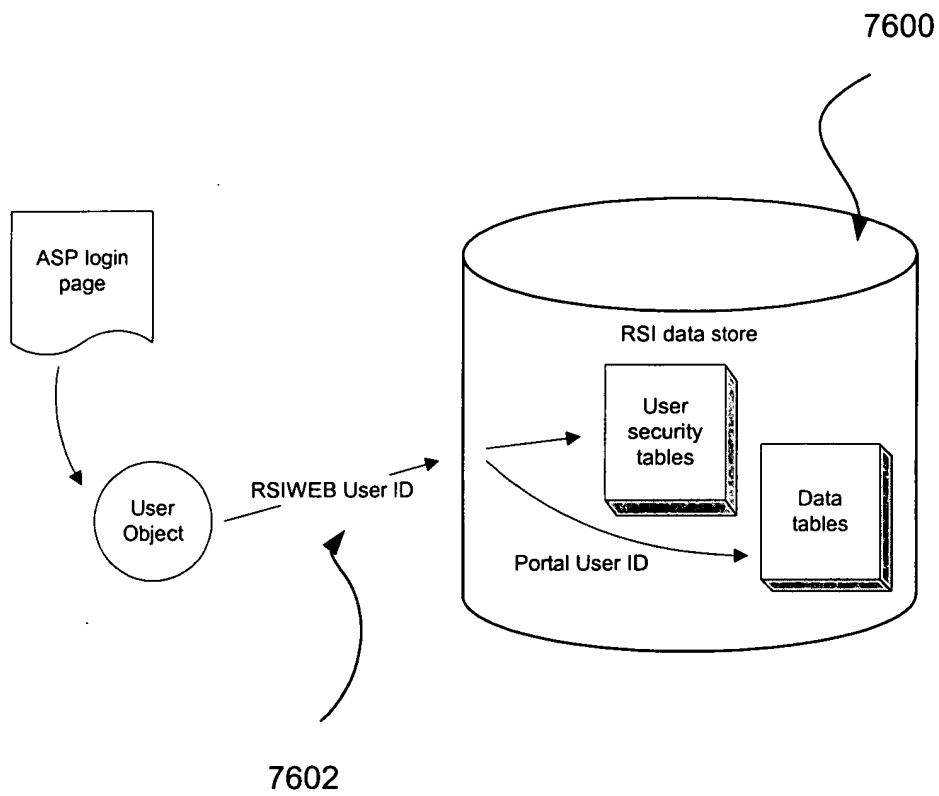


Fig. 75



**Fig. 76**



Page 9 of 30

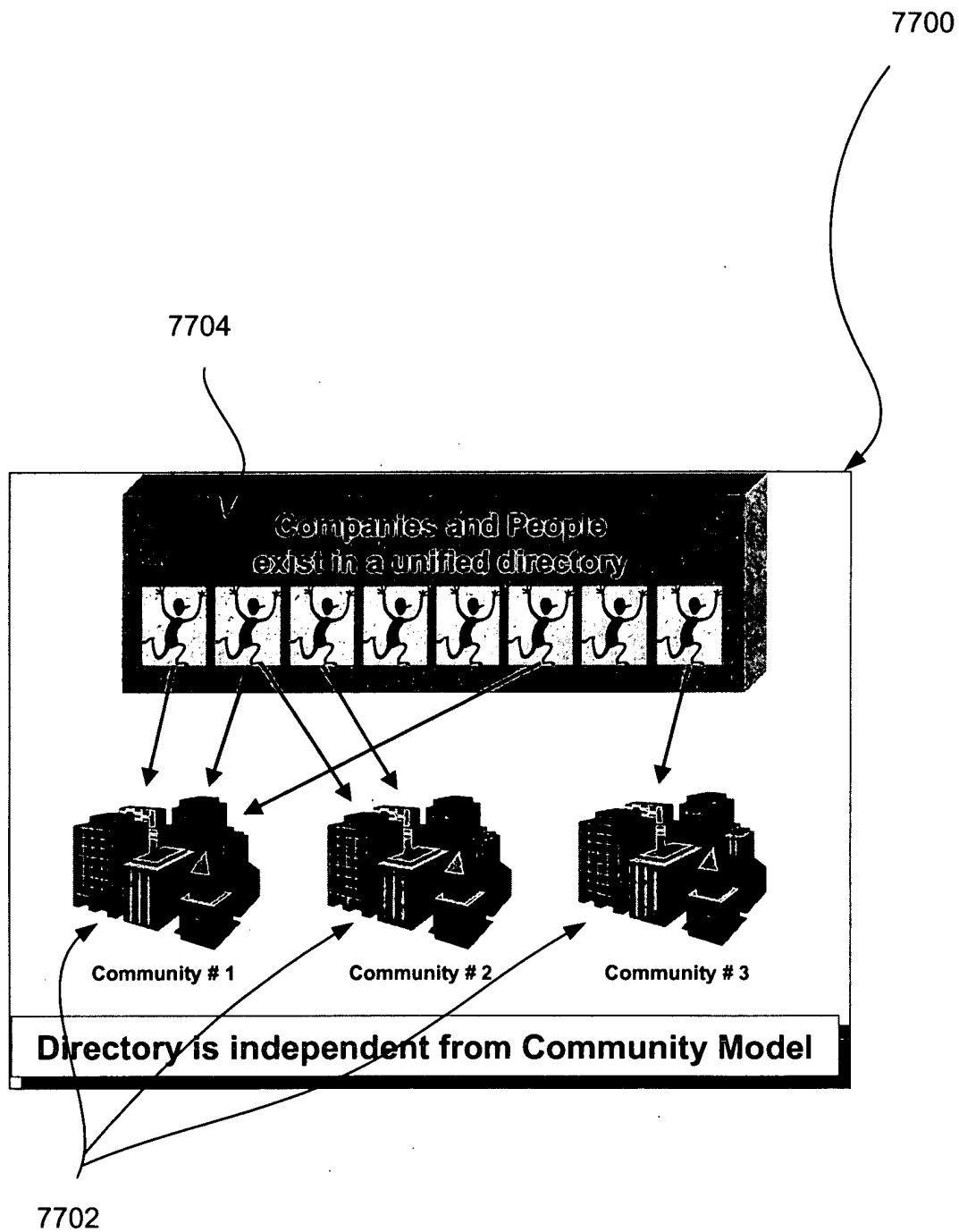


Fig. 77

7800

7802

7804

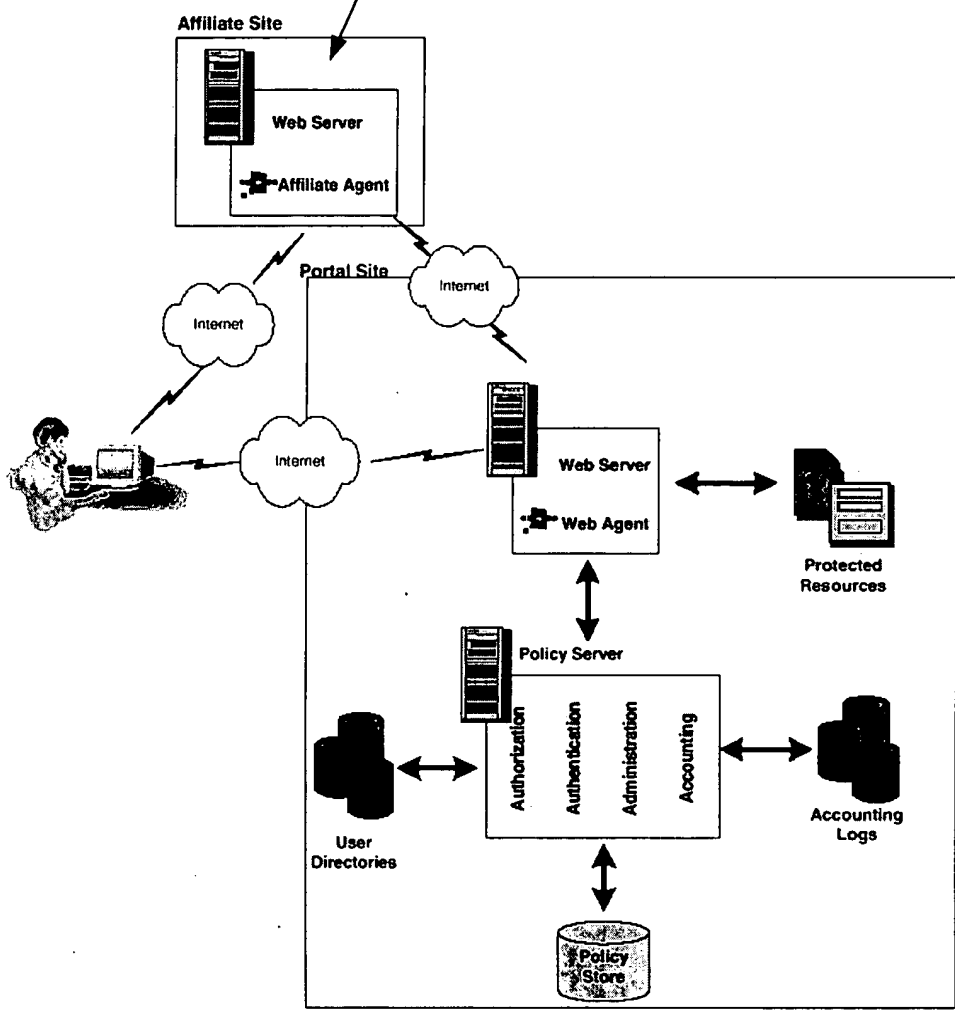
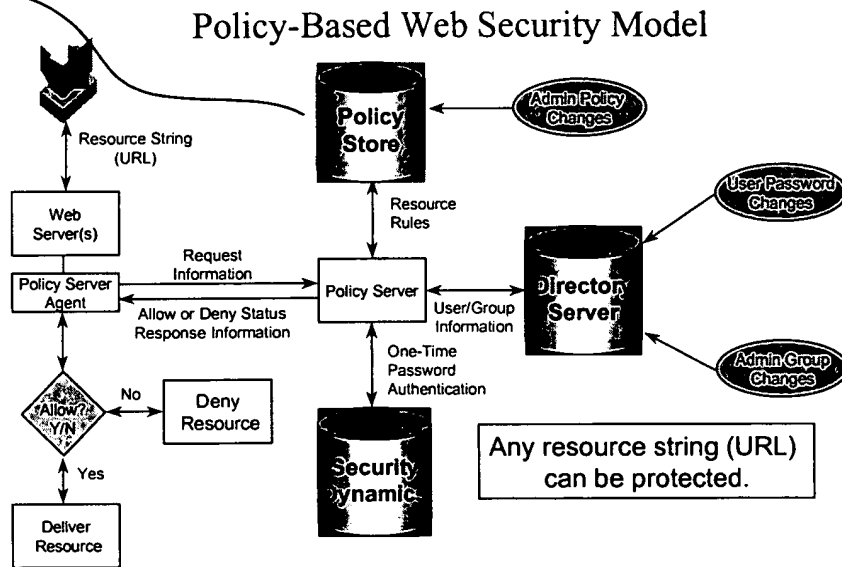


Fig. 78

7900

7902



**Fig. 79**

8030

REGISTERING A PLURALITY OF USERS INCLUDING SUPPLIERS,  
DISTRIBUTORS, AND STORES OF A SUPPLY CHAIN UTILIZING A  
NETWORK

8032

MAINTAINING THE REGISTERED USERS ON A LIST

8034

COLLECTING DATA FROM A PLURALITY OF STORES OF THE  
SUPPLY CHAIN UTILIZING THE NETWORK

8036

UPDATING THE LIST TO ADD, EDIT, AND DELETE THE USERS  
UTILIZING THE NETWORK

8038

RECEIVING A REQUEST FOR ACCESS TO THE DATA UTILIZING  
THE NETWORK, THE REQUEST INCLUDING AN IDENTIFIER

8040

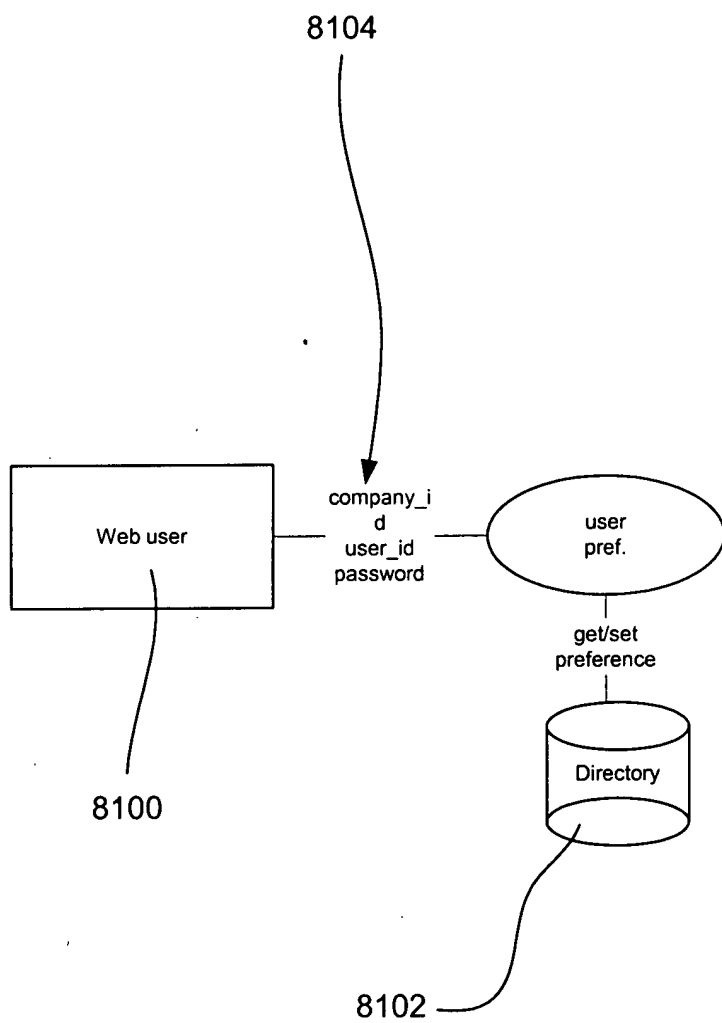
COMPARING THE IDENTIFIER AGAINST THE LIST

8042

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING  
ACCESS TO THE DATA UPON THE SUCCESSFUL COMPARISON OF  
THE IDENTIFIER AGAINST THE LIST

8042

**FIG. 80**



**Fig. 81**

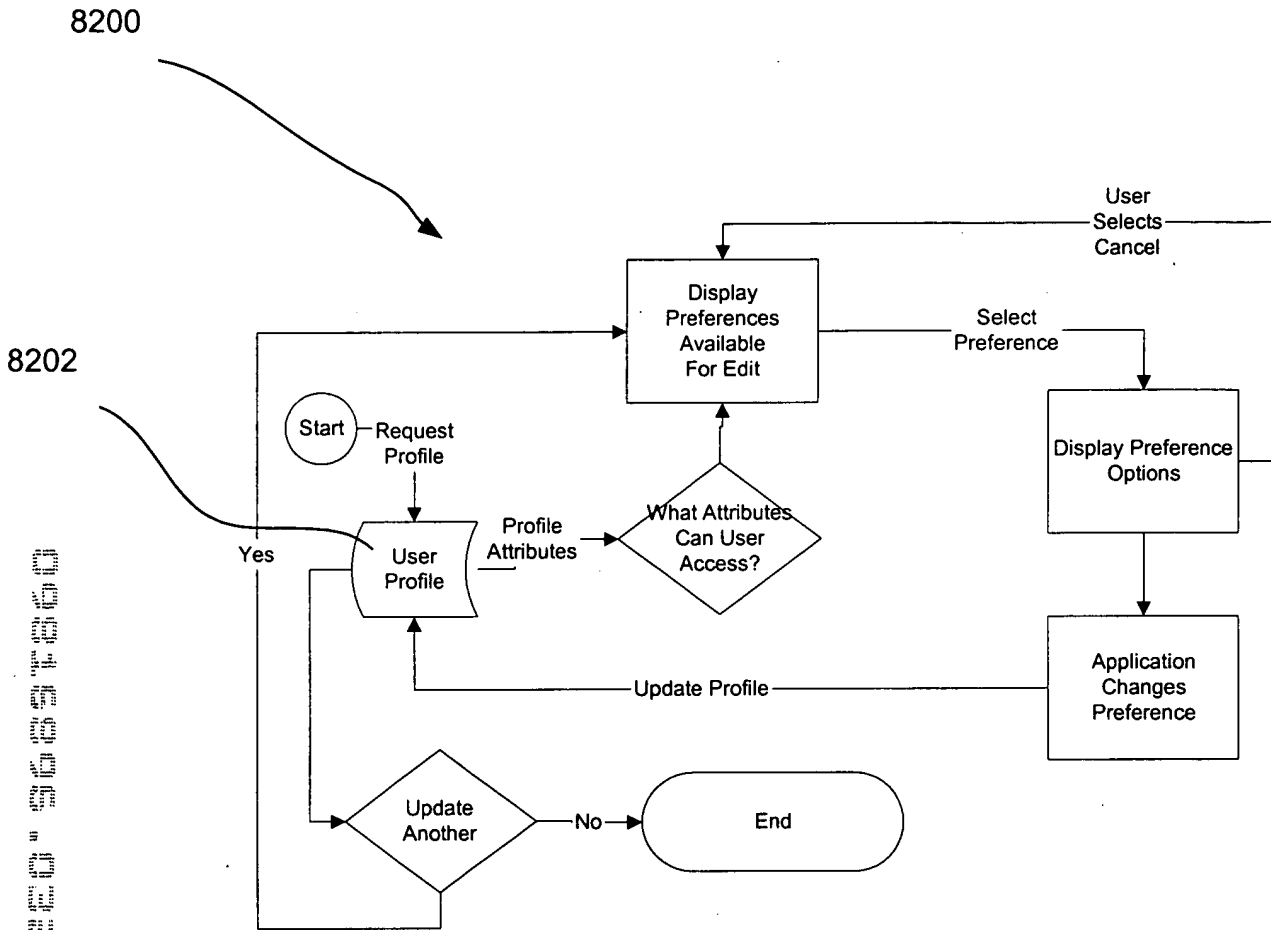


Fig. 82

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100.

8302

8304

**Domain  
Privileges**

**Group  
Privileges  
(can include  
hierarchy based)**

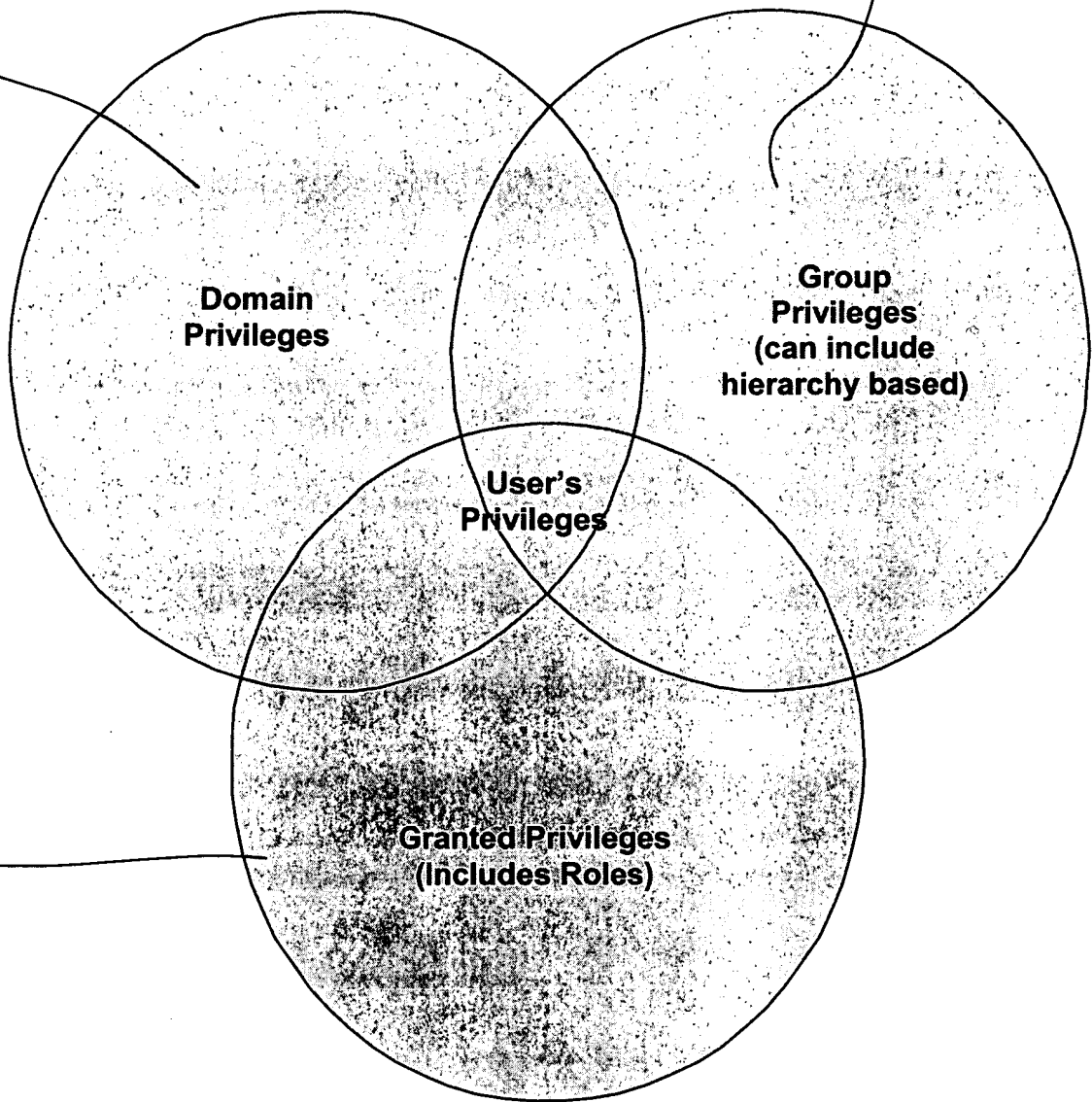
**User's  
Privileges**

**Granted Privileges  
(Includes Roles)**

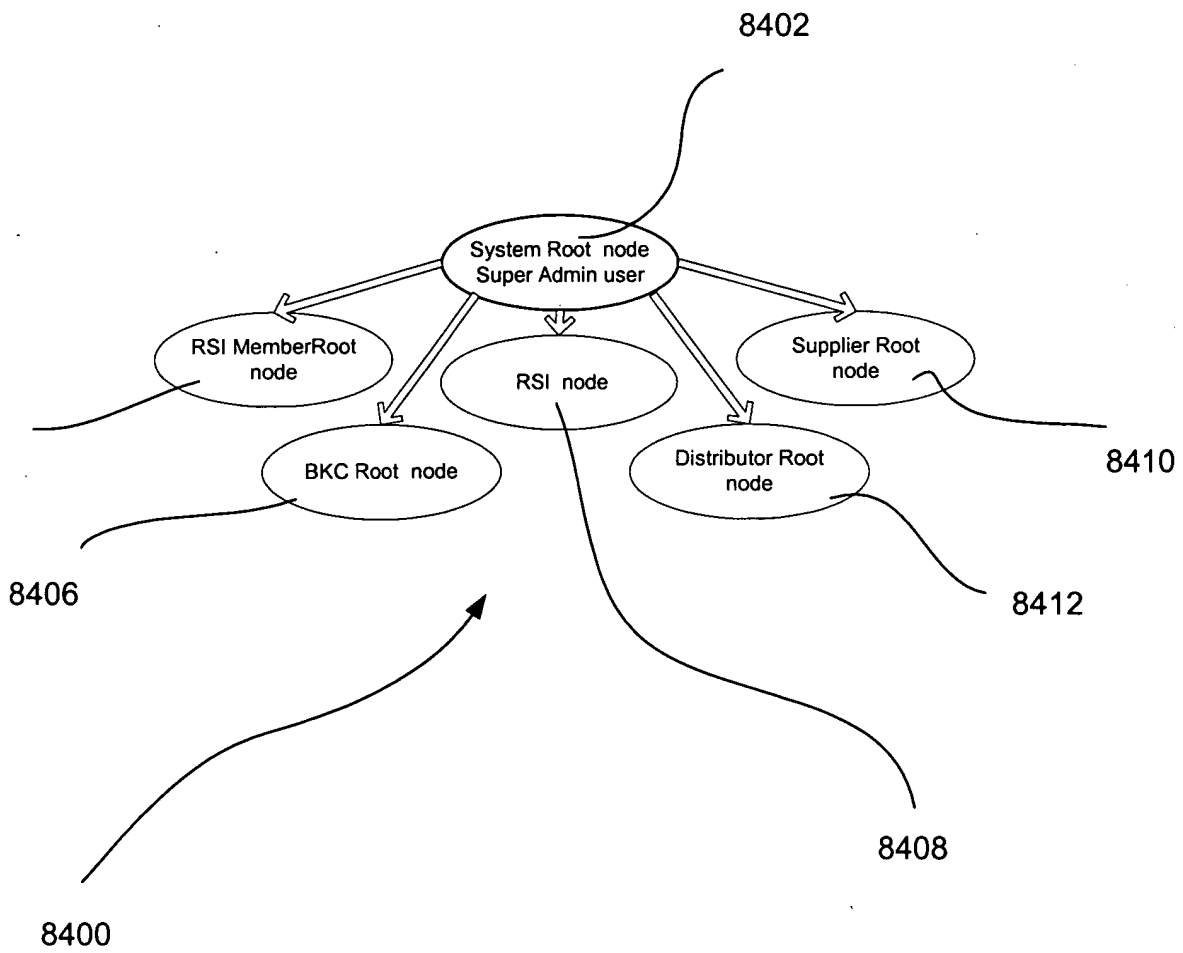
8306

8300

**Fig. 83**

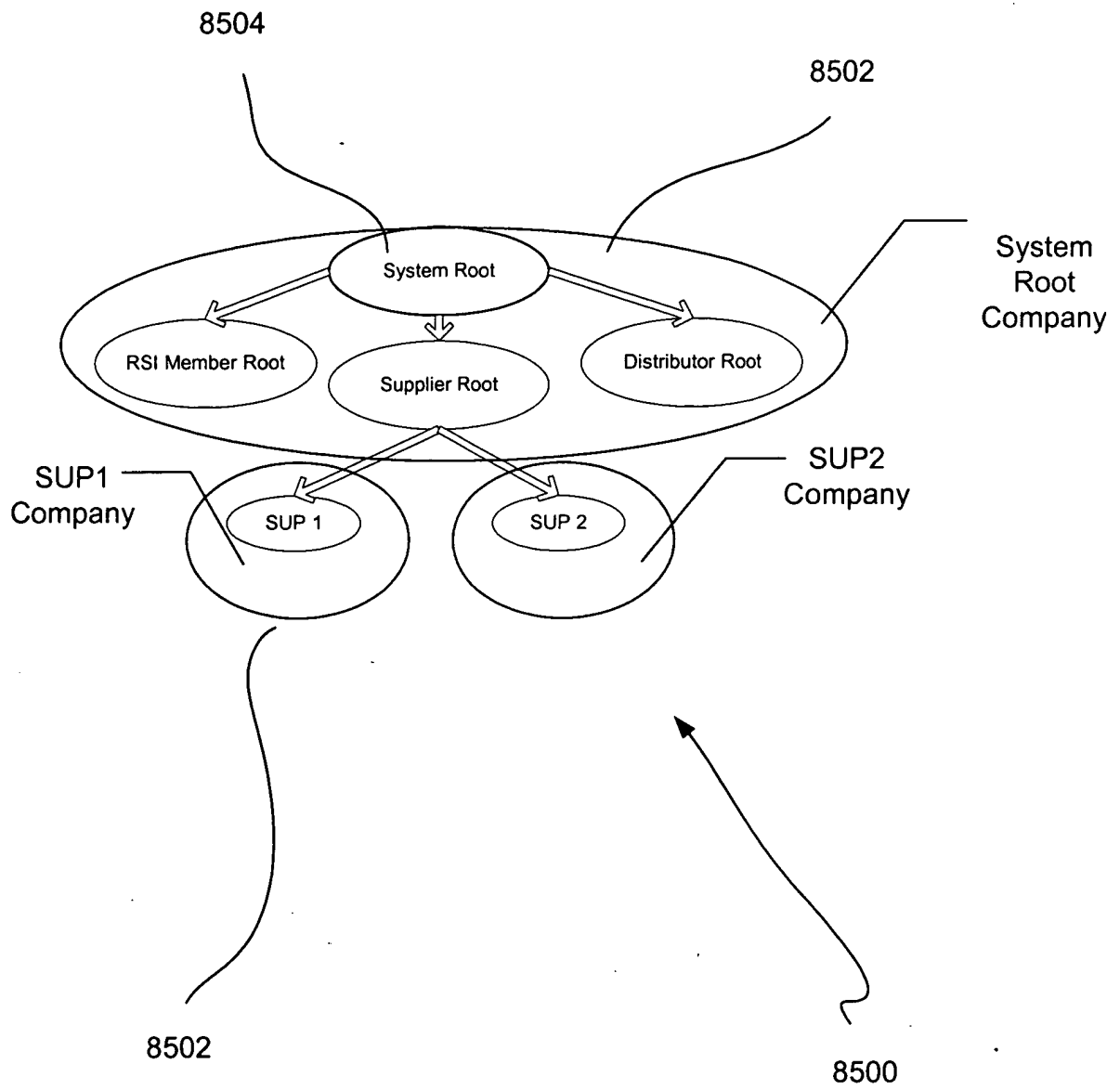


8404



**Fig. 84**

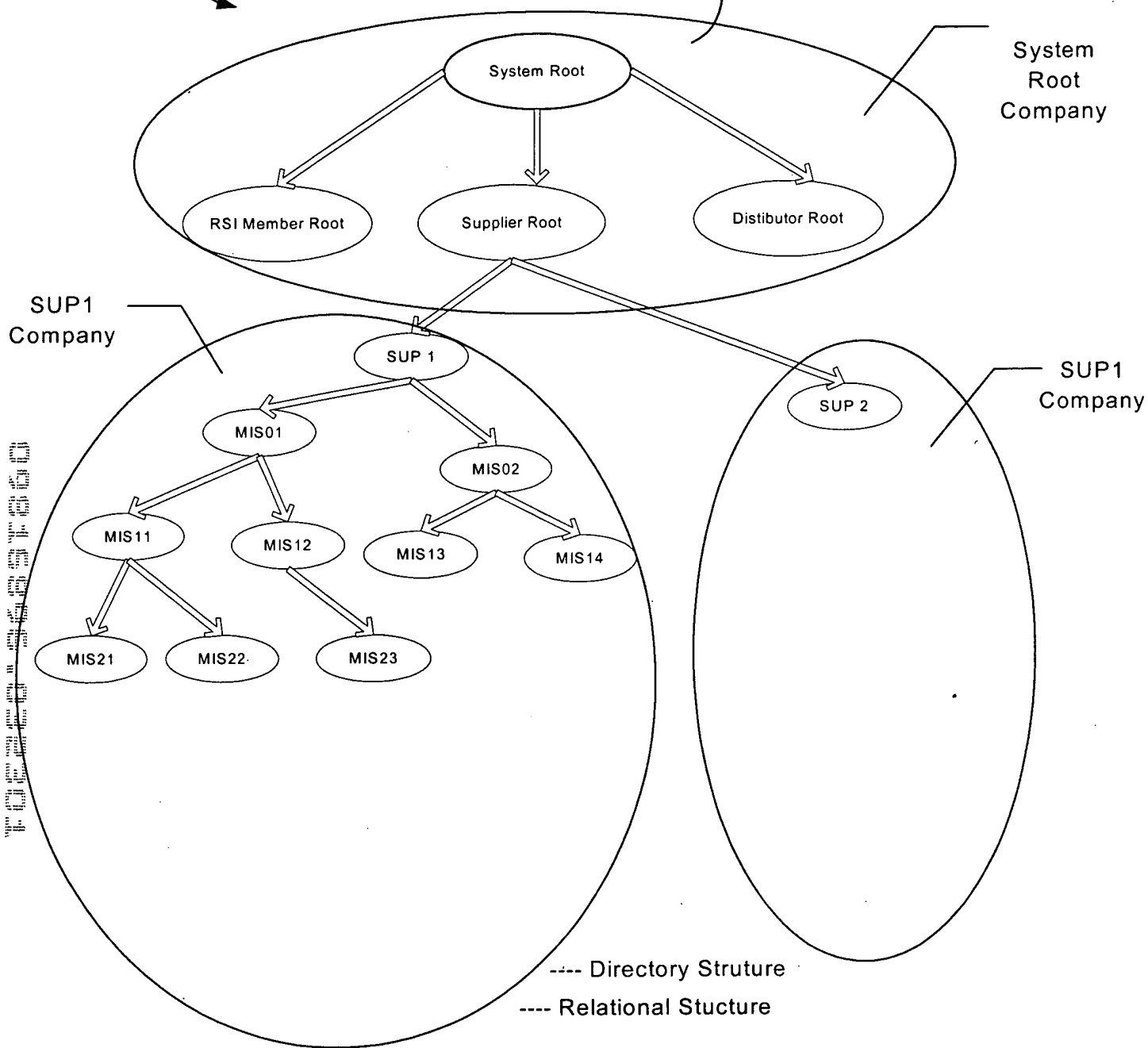




**Fig. 85**

8600

02



**Fig. 86**

## Group Hierarchy Management: Data Flow

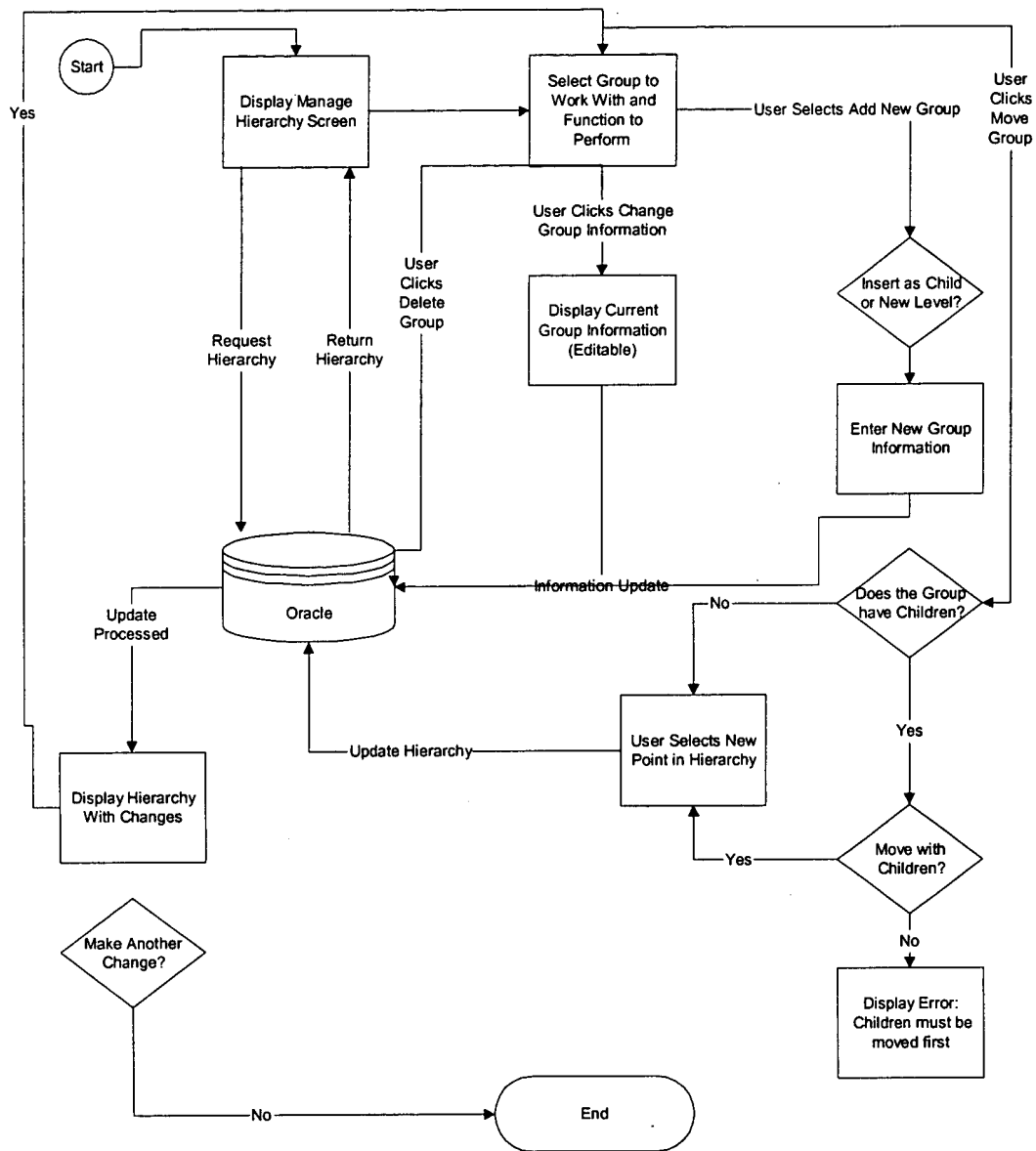


Fig. 87

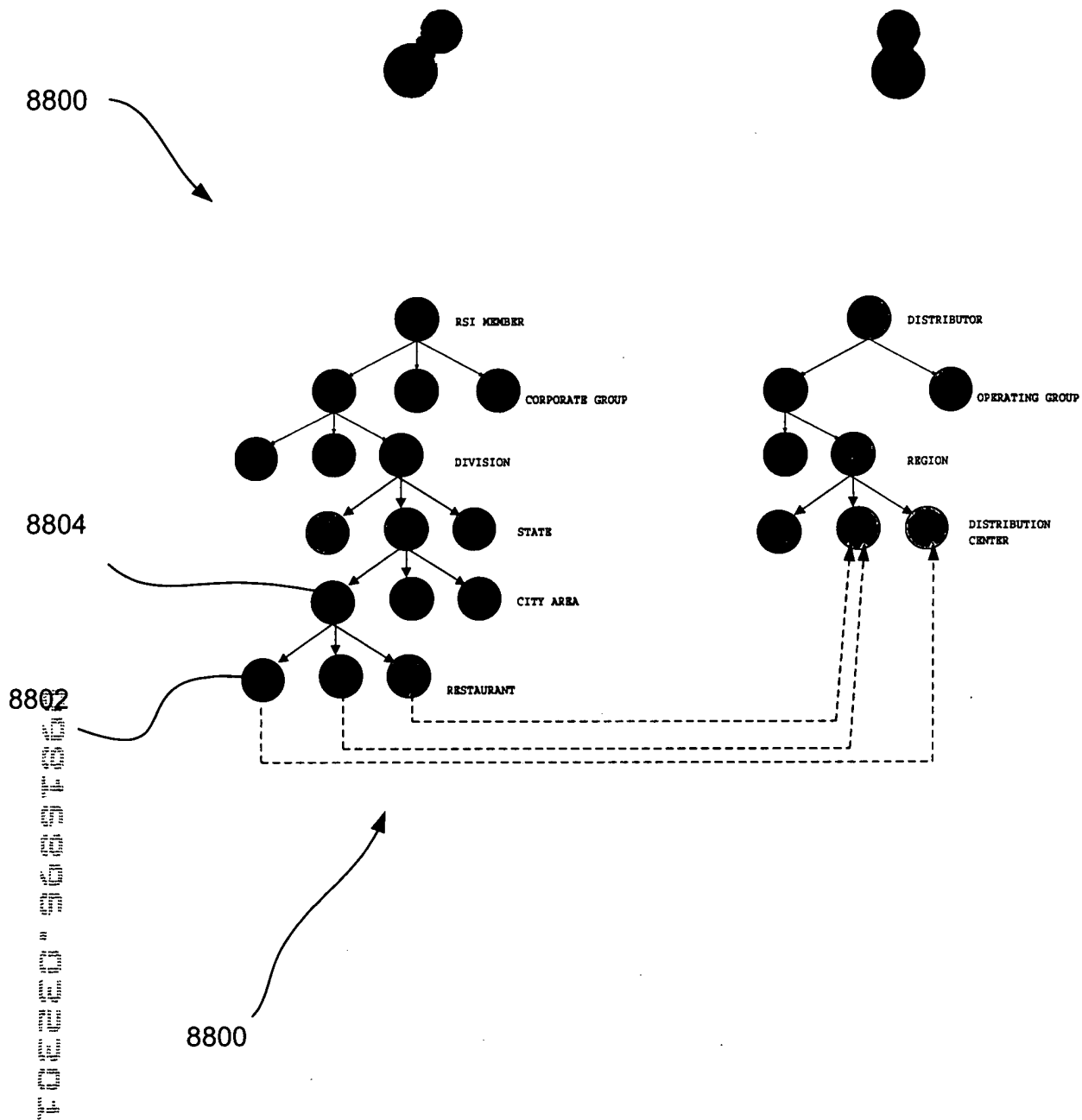


Fig. 88

8902

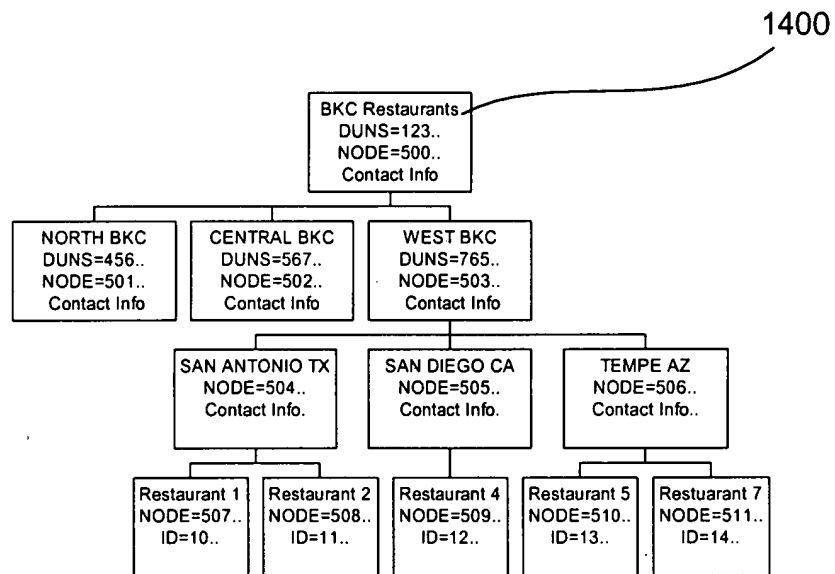


Fig. 89

FIG. 90

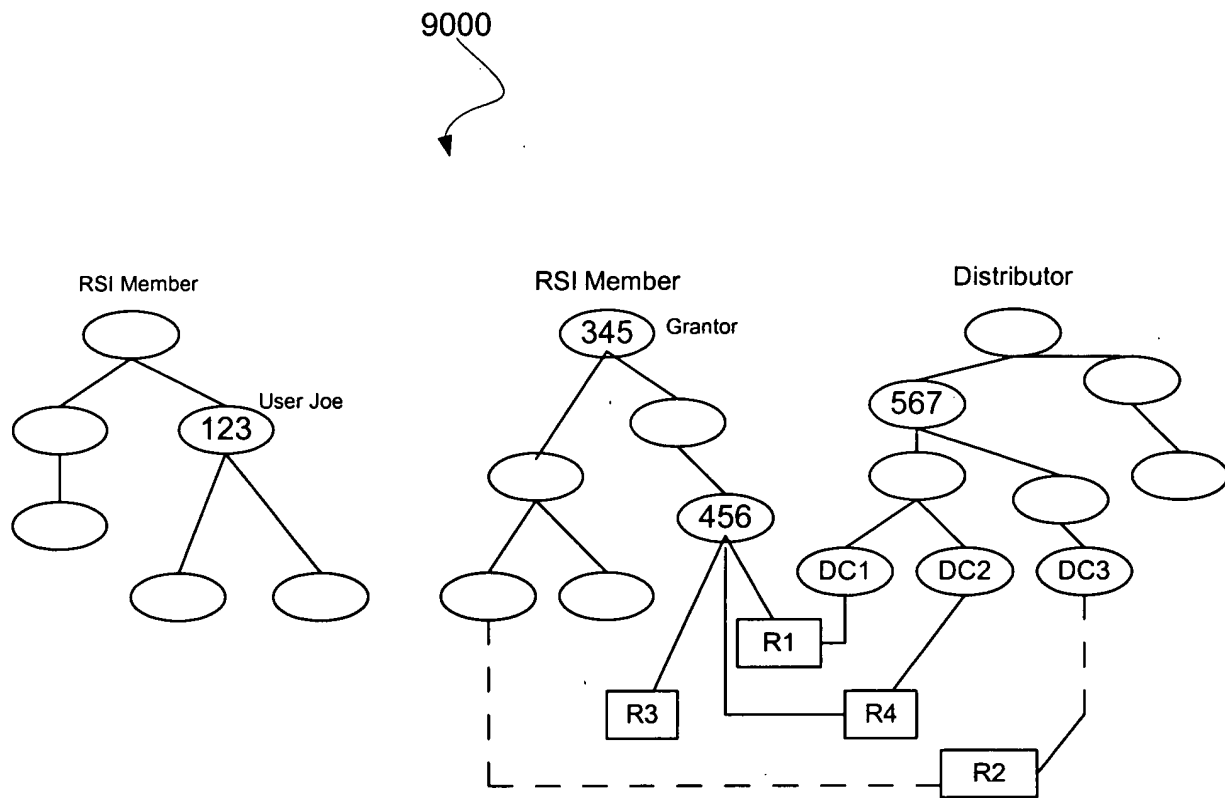


FIG. 90

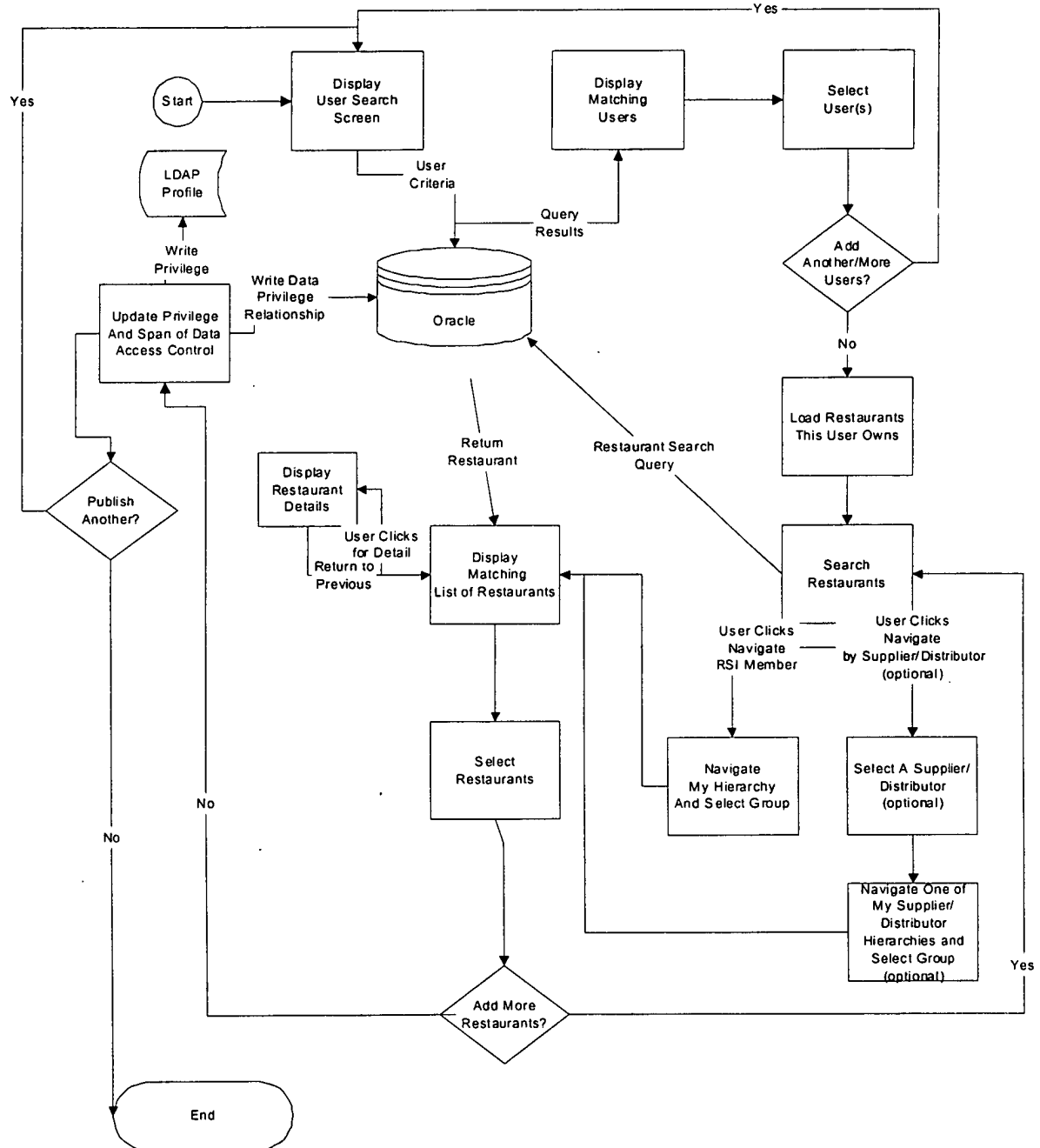
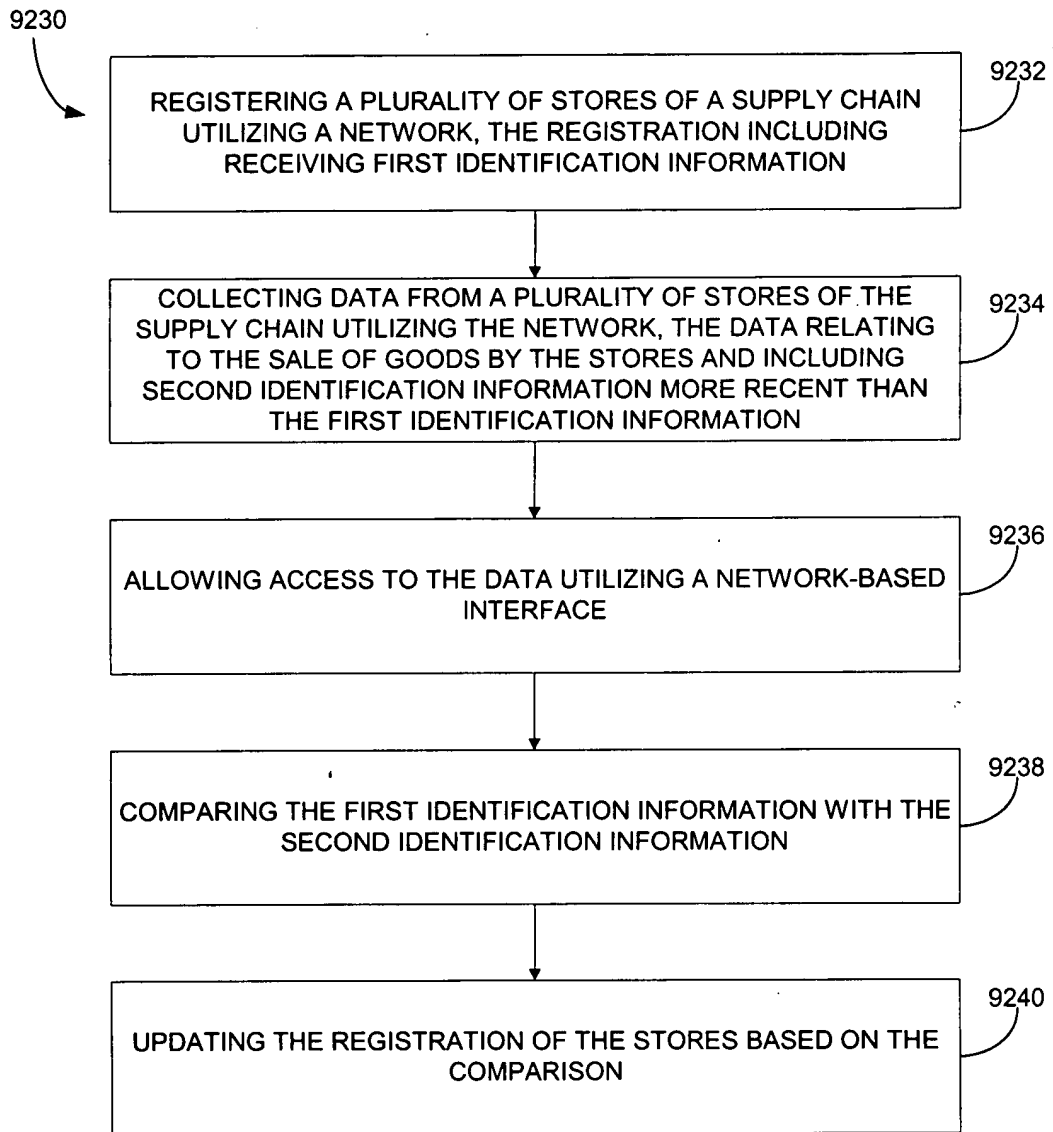
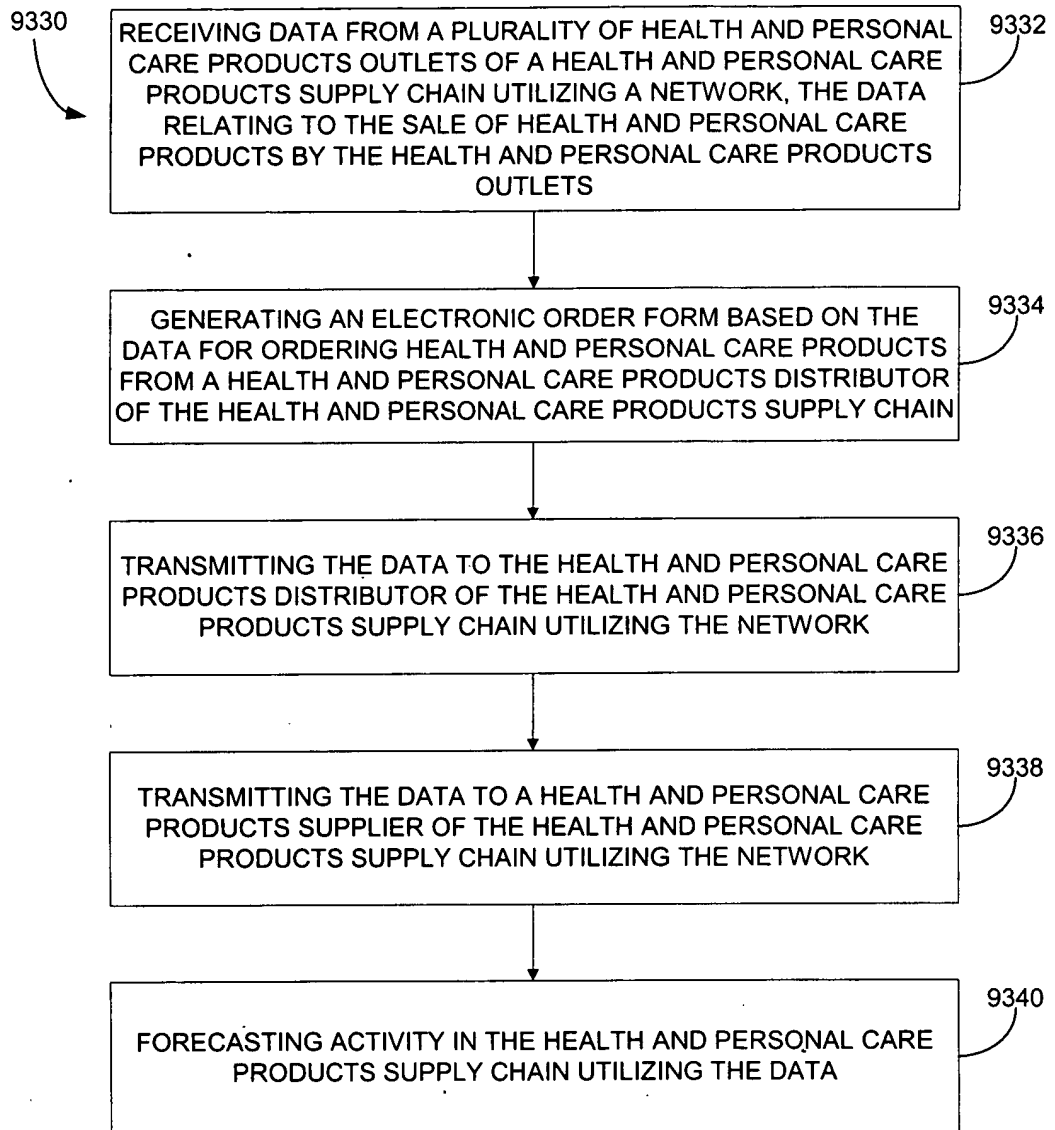


Fig. 91

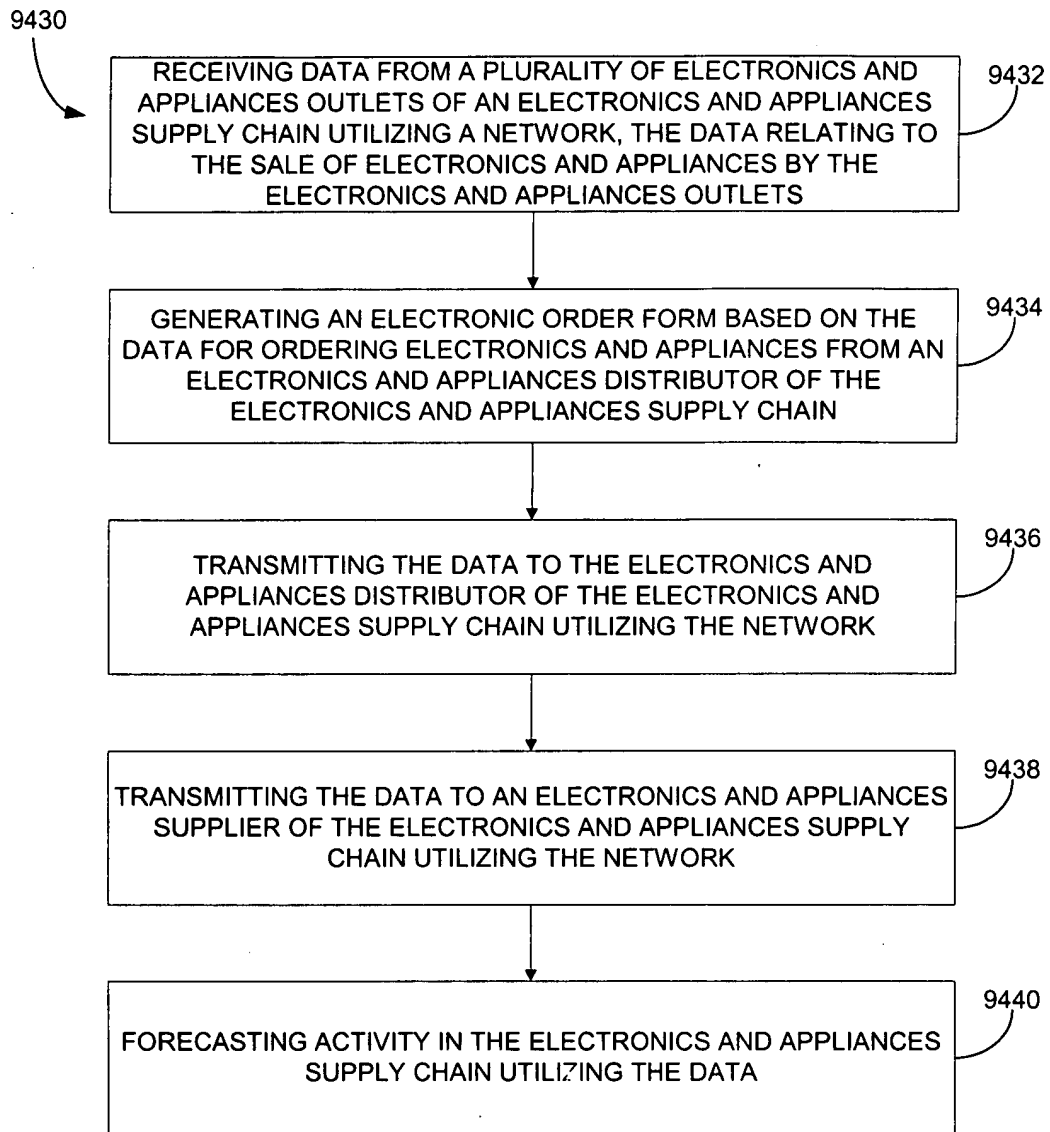


**FIG. 92**



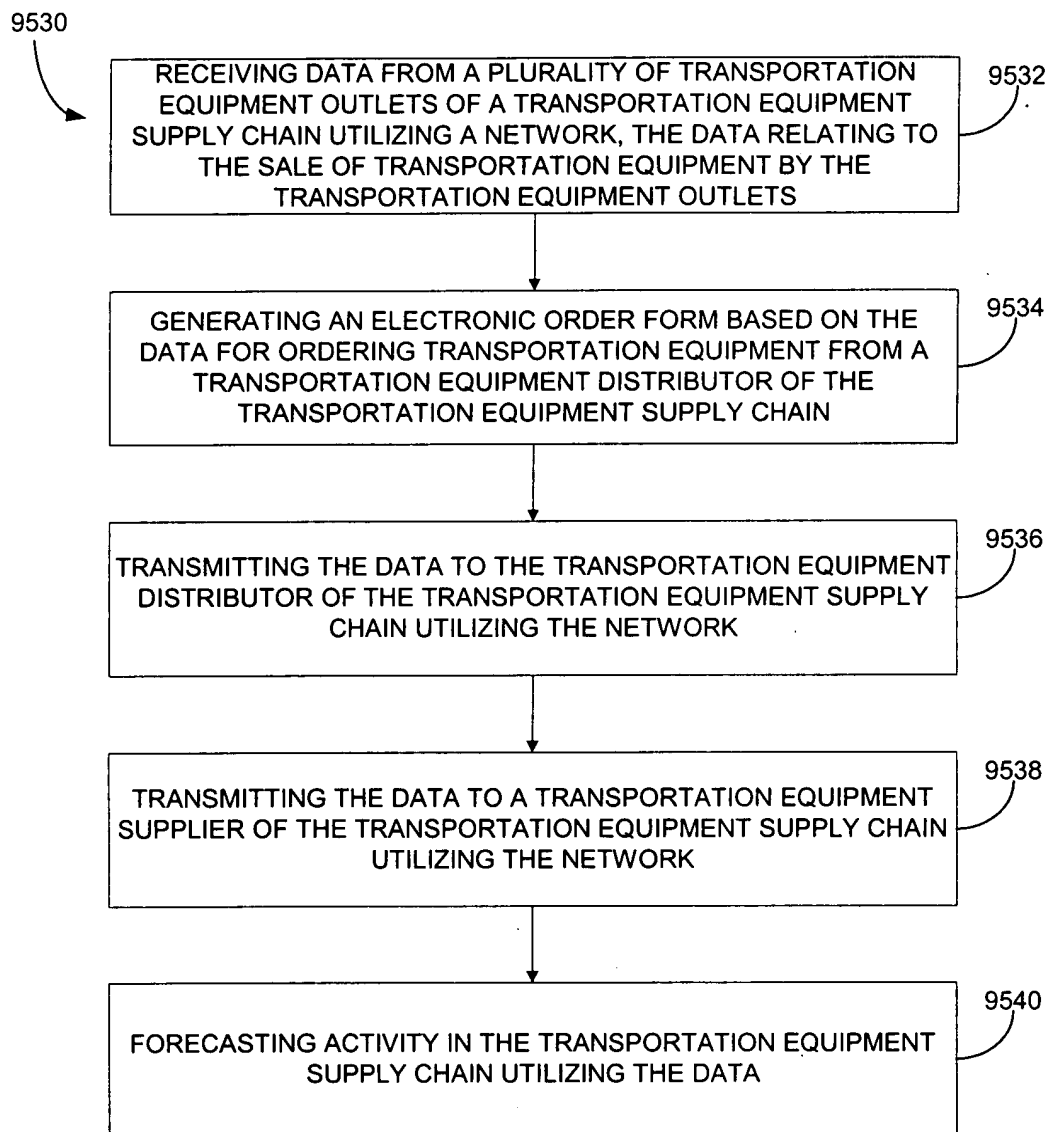


**FIG. 93**

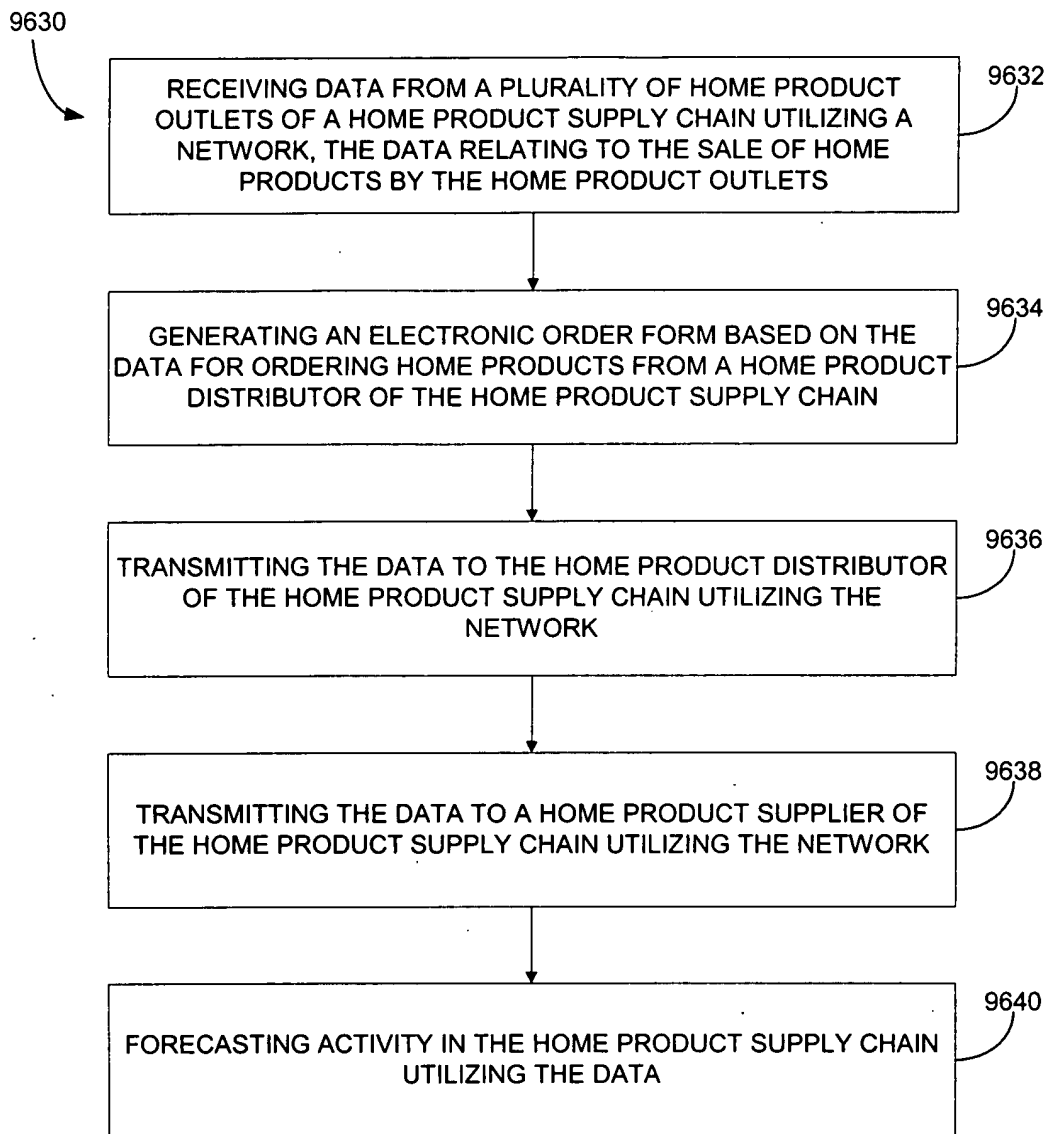


**FIG. 94**

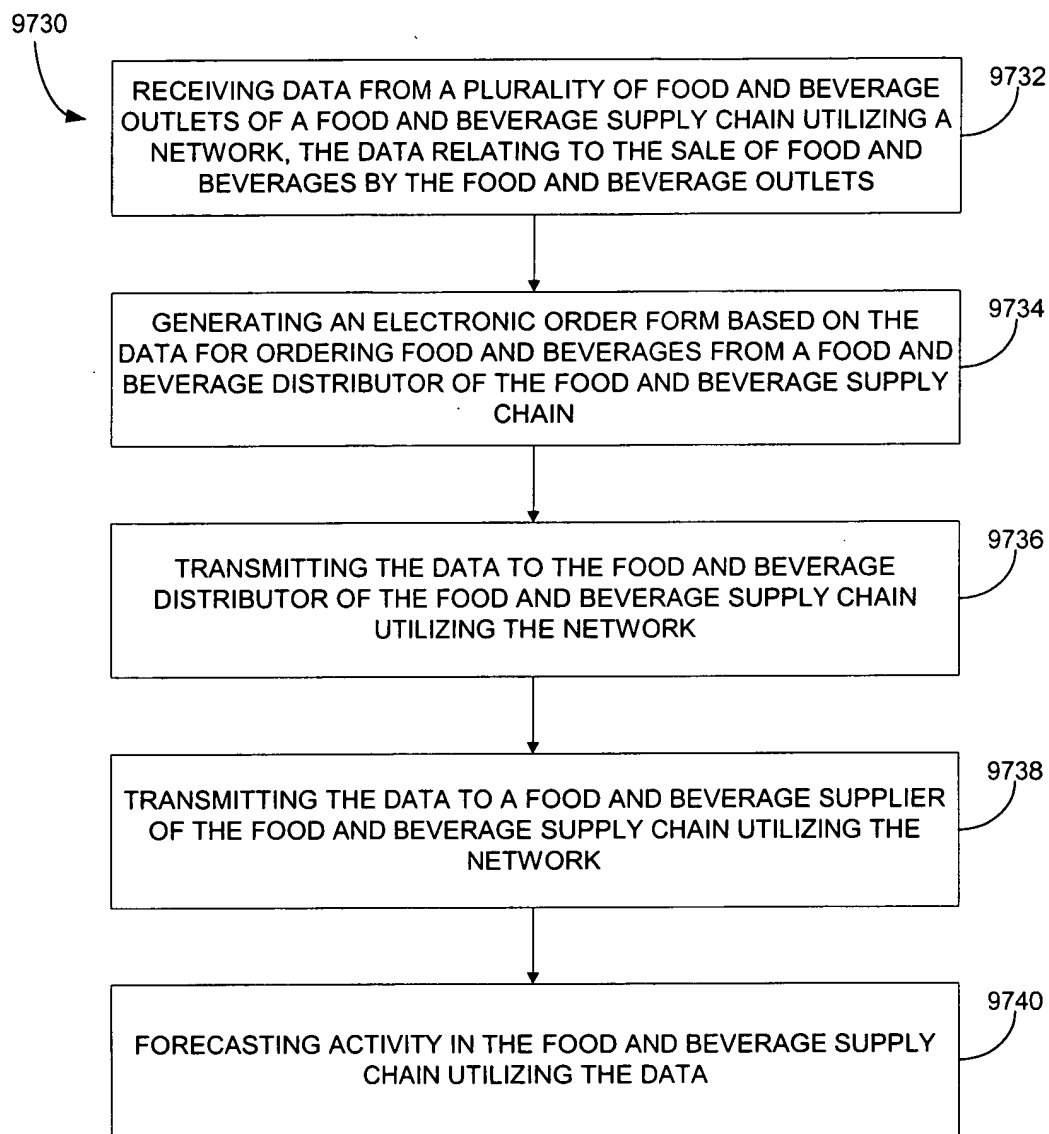
FIG. 95



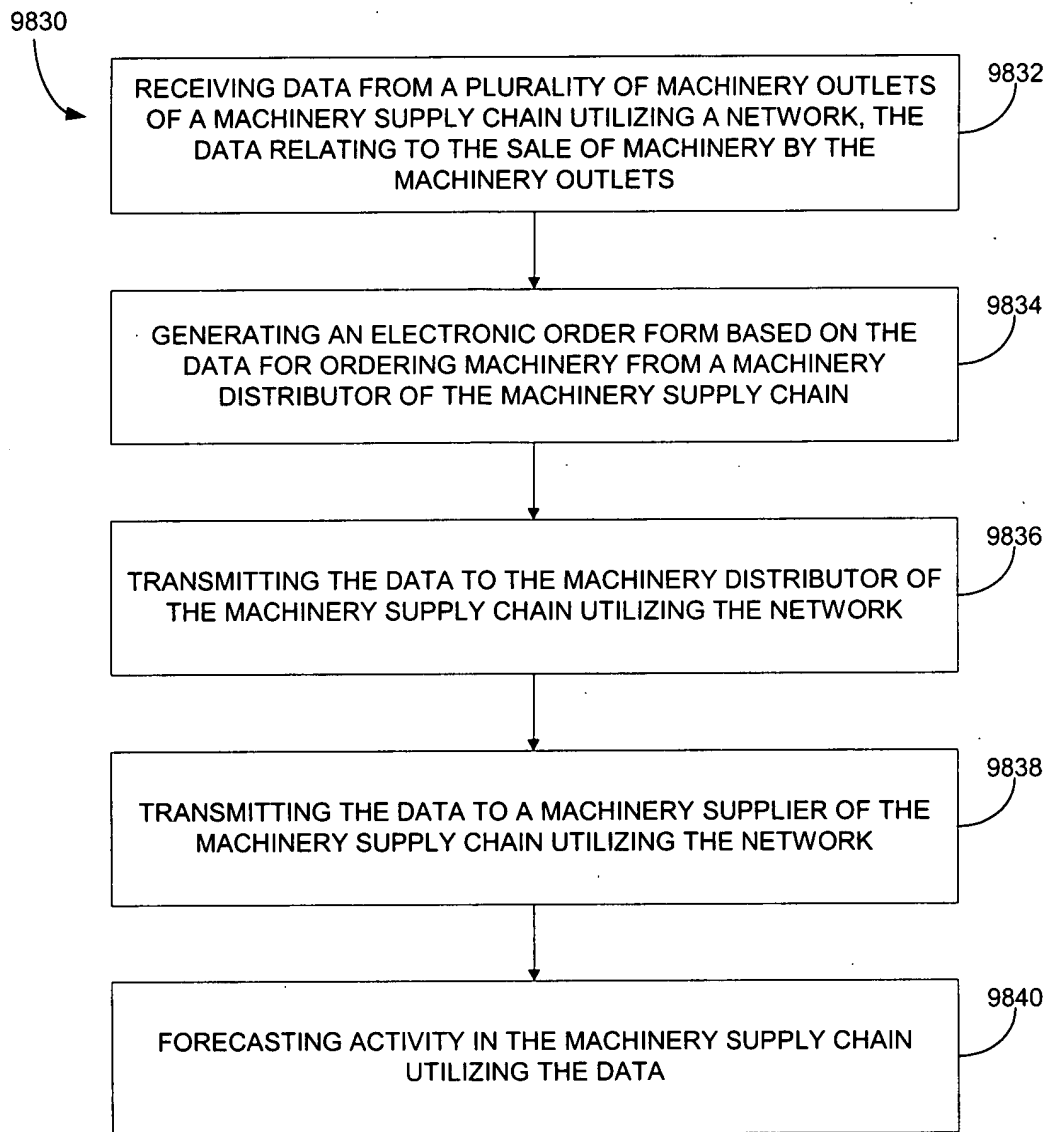
**FIG. 95**



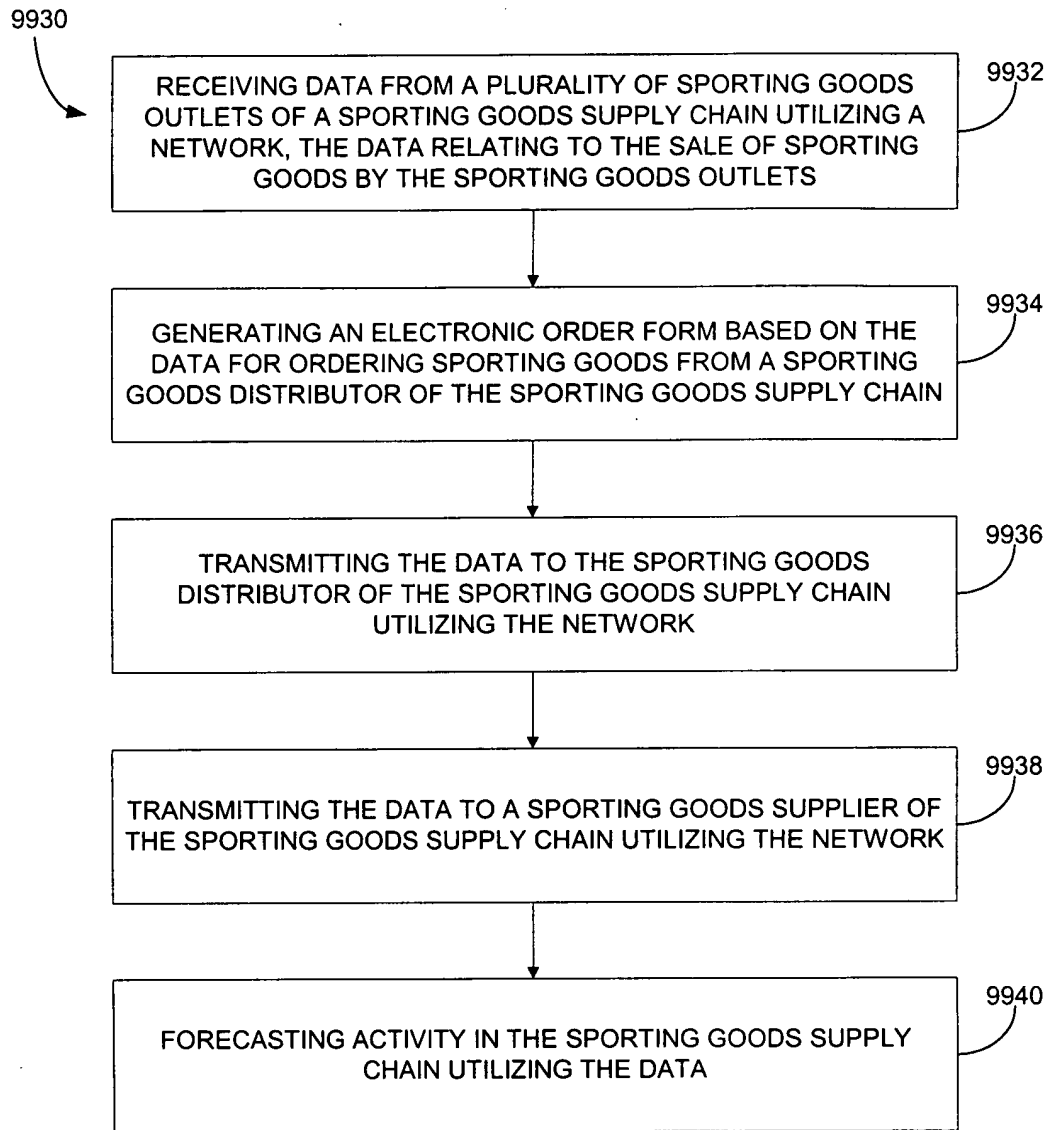
**FIG. 96**



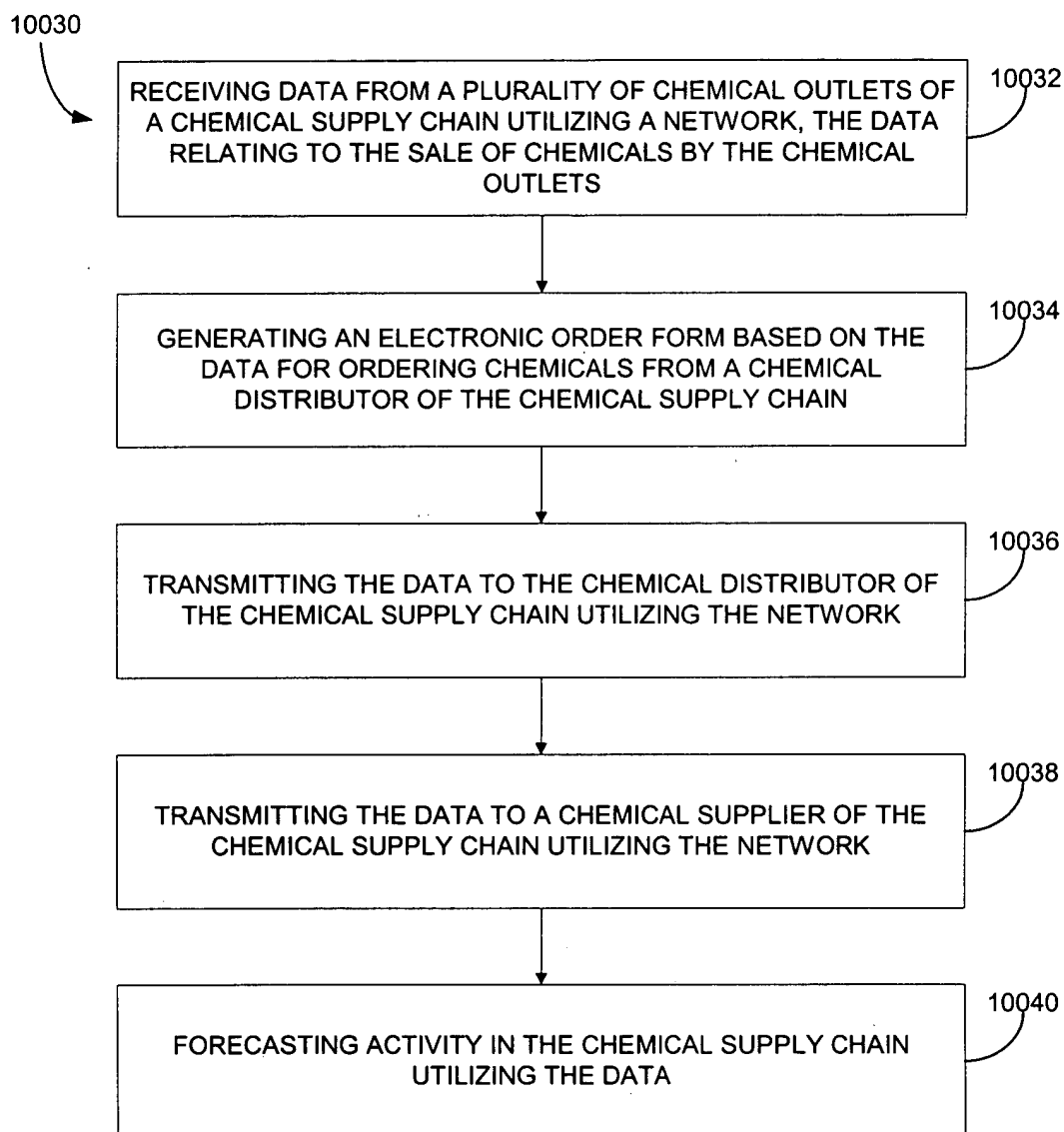
**FIG. 97**



**FIG. 98**

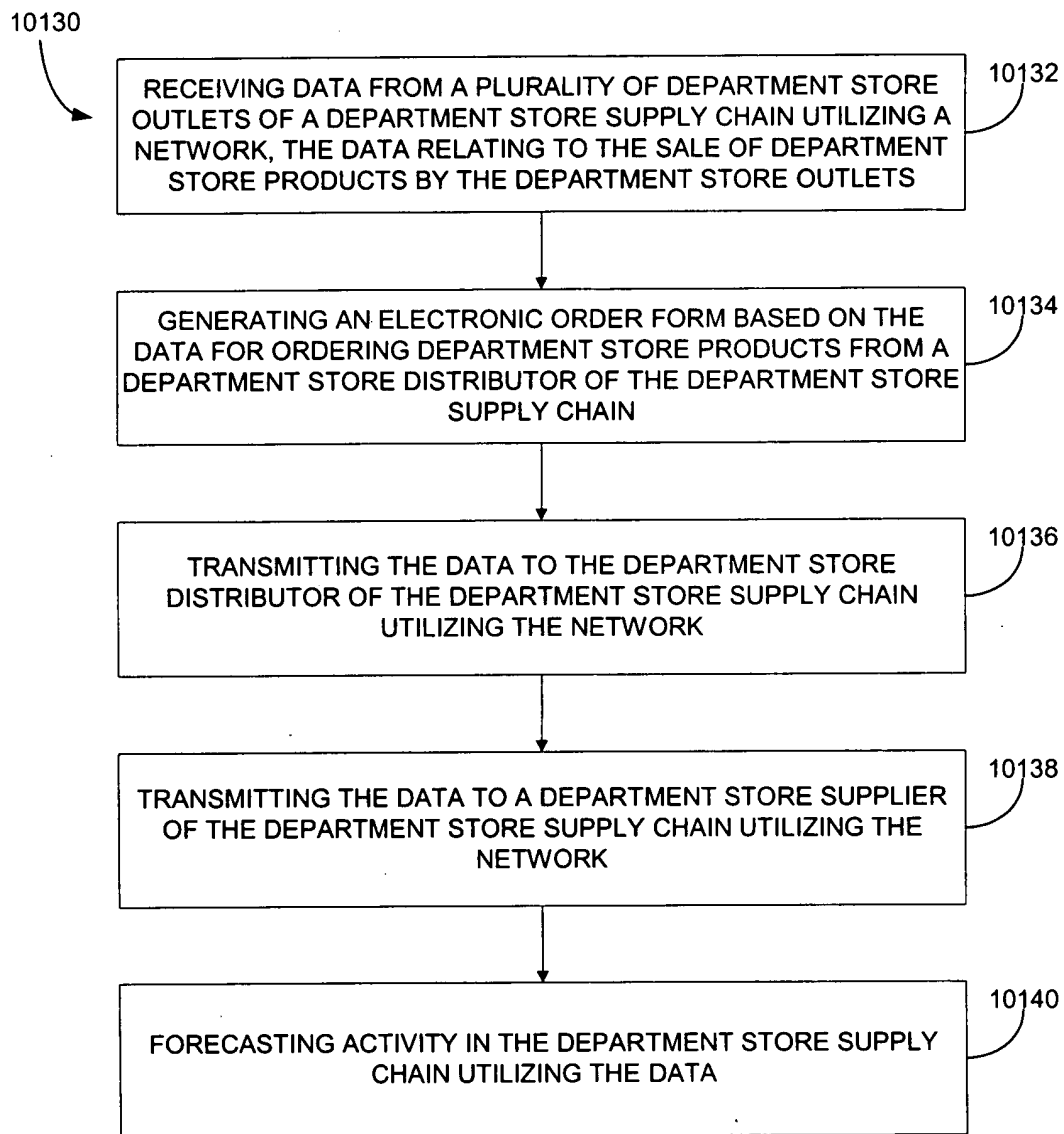


**FIG. 99**

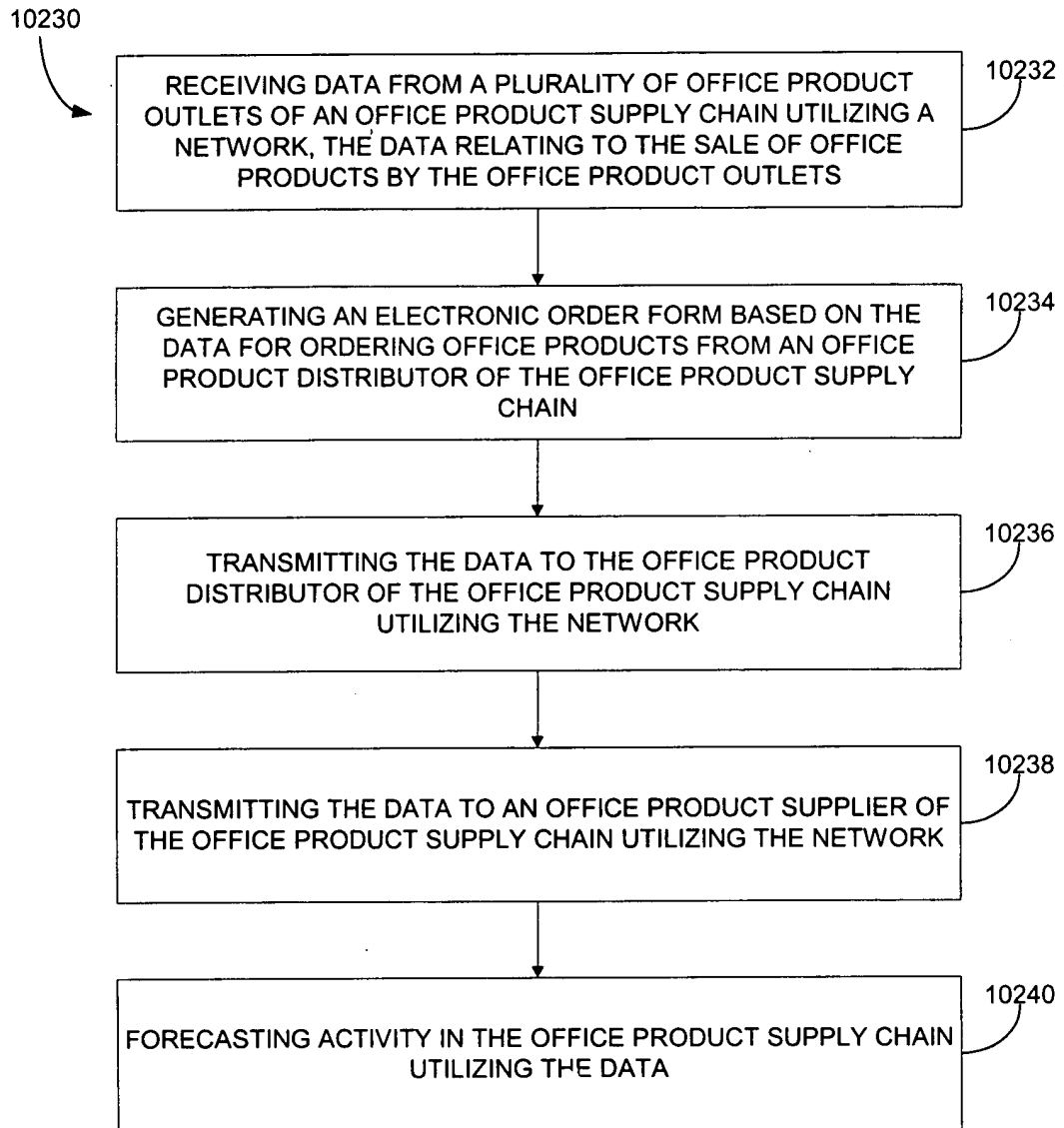


**FIG. 100**



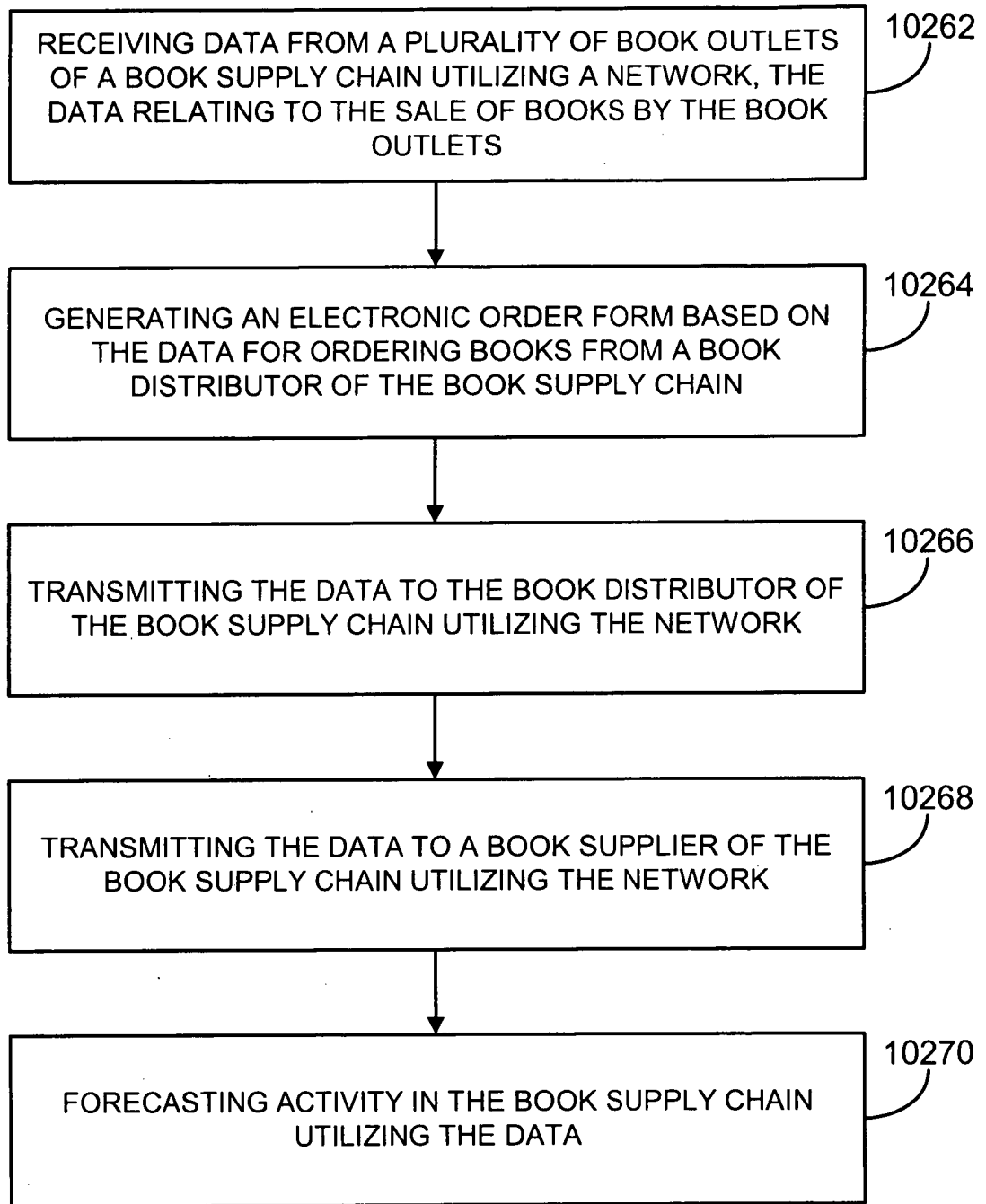


**FIG. 101**

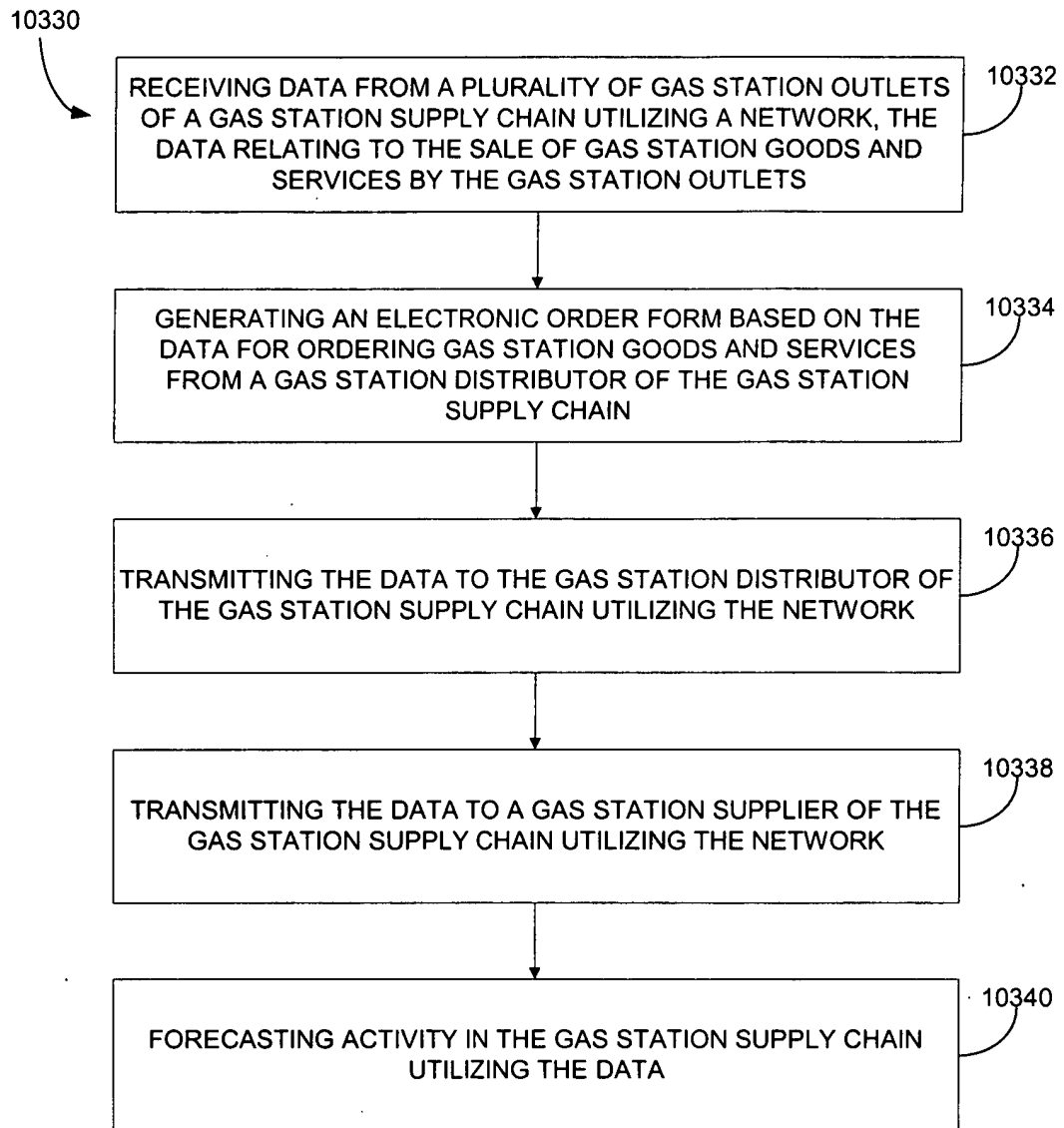


**FIG. 102A**

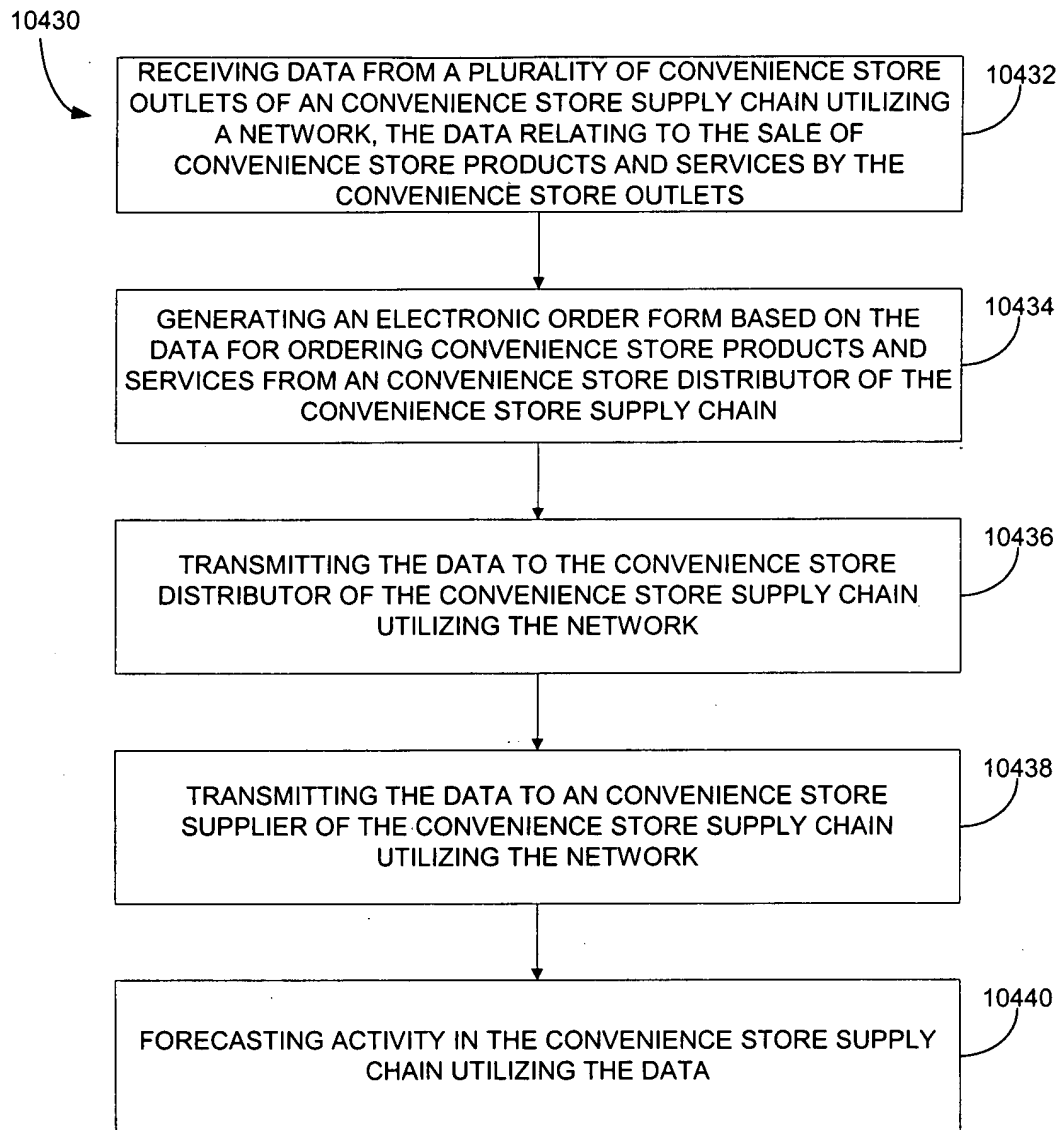
10260



**FIG. 102B**

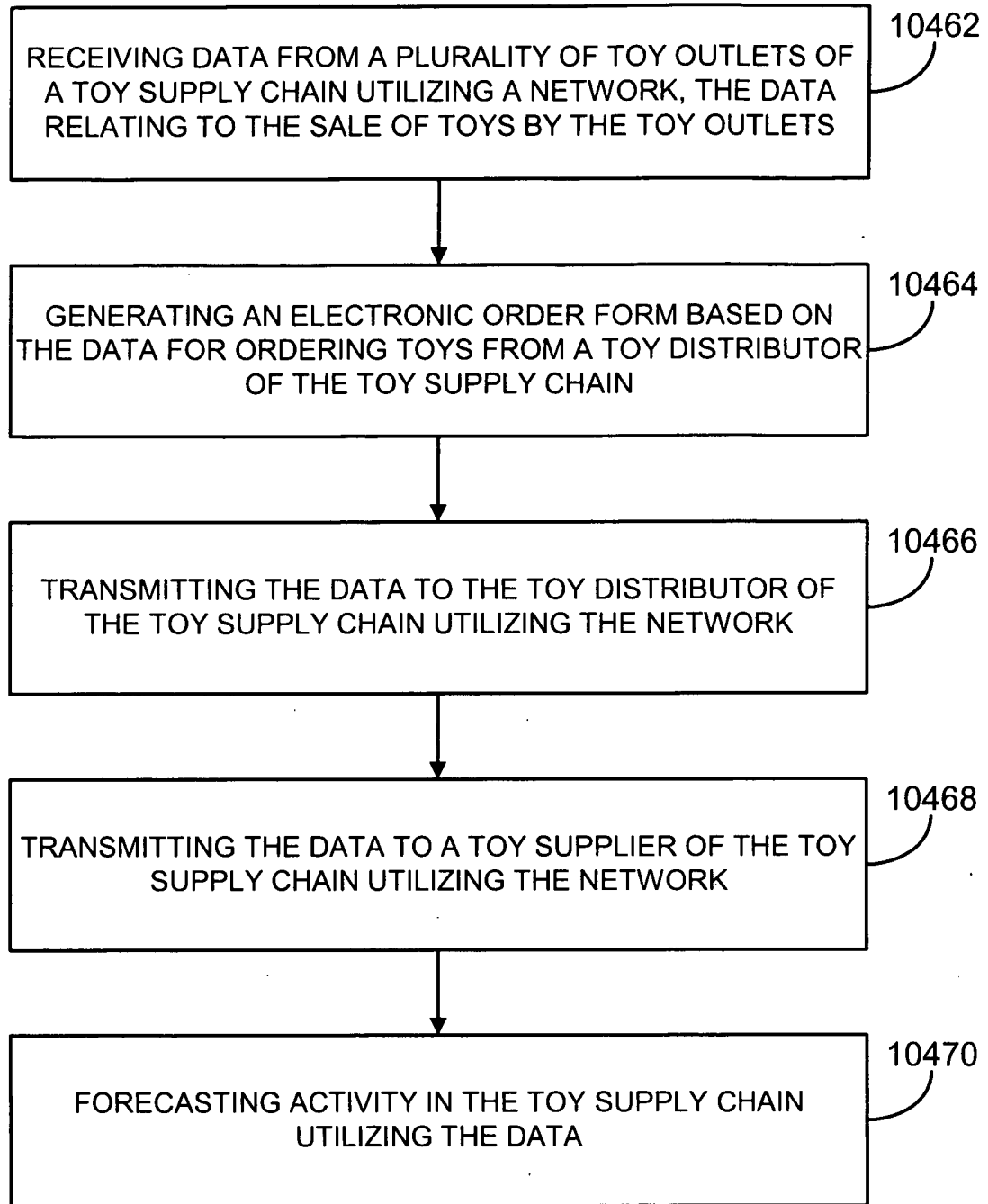


**FIG. 103**

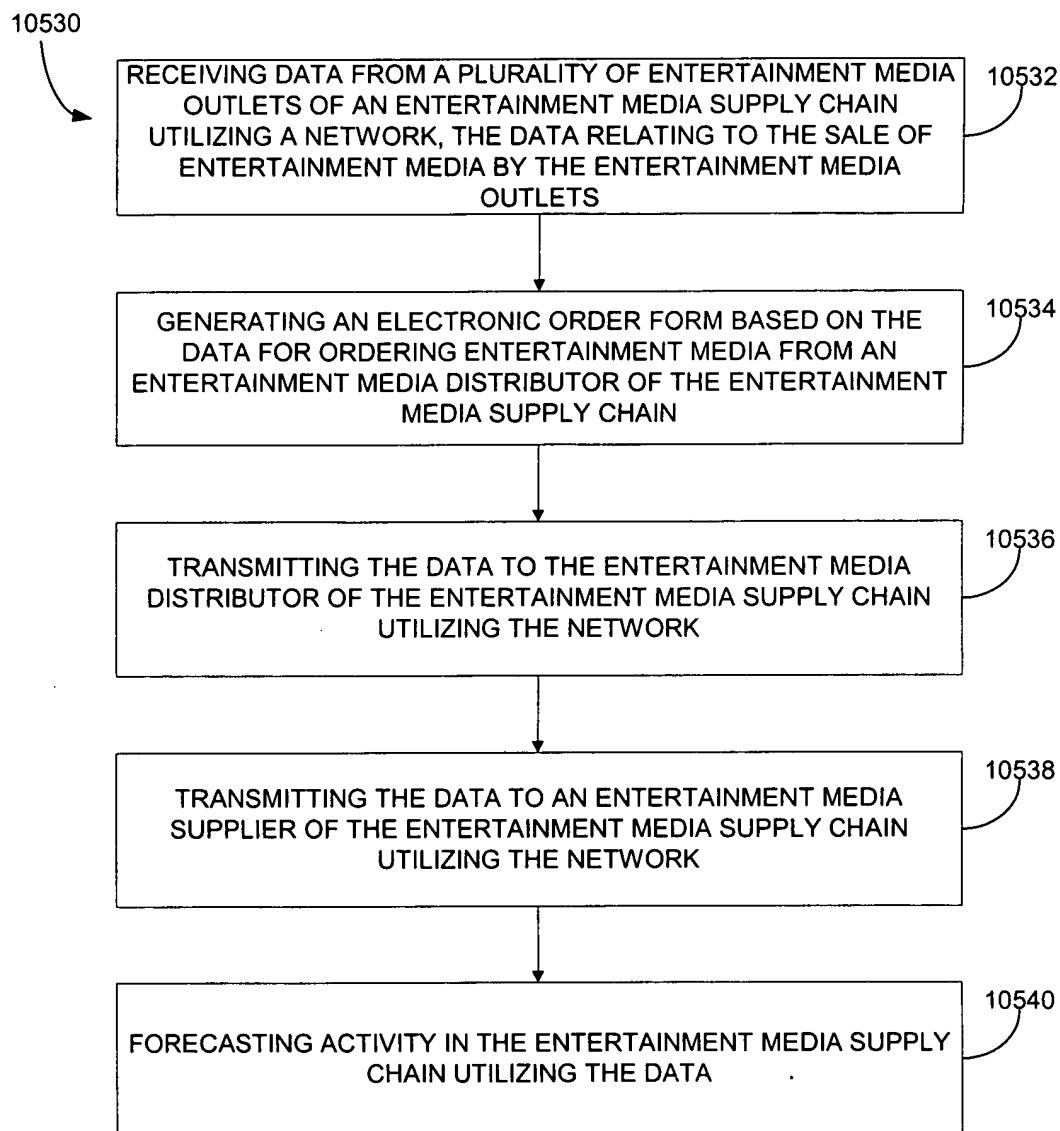


**FIG. 104A**

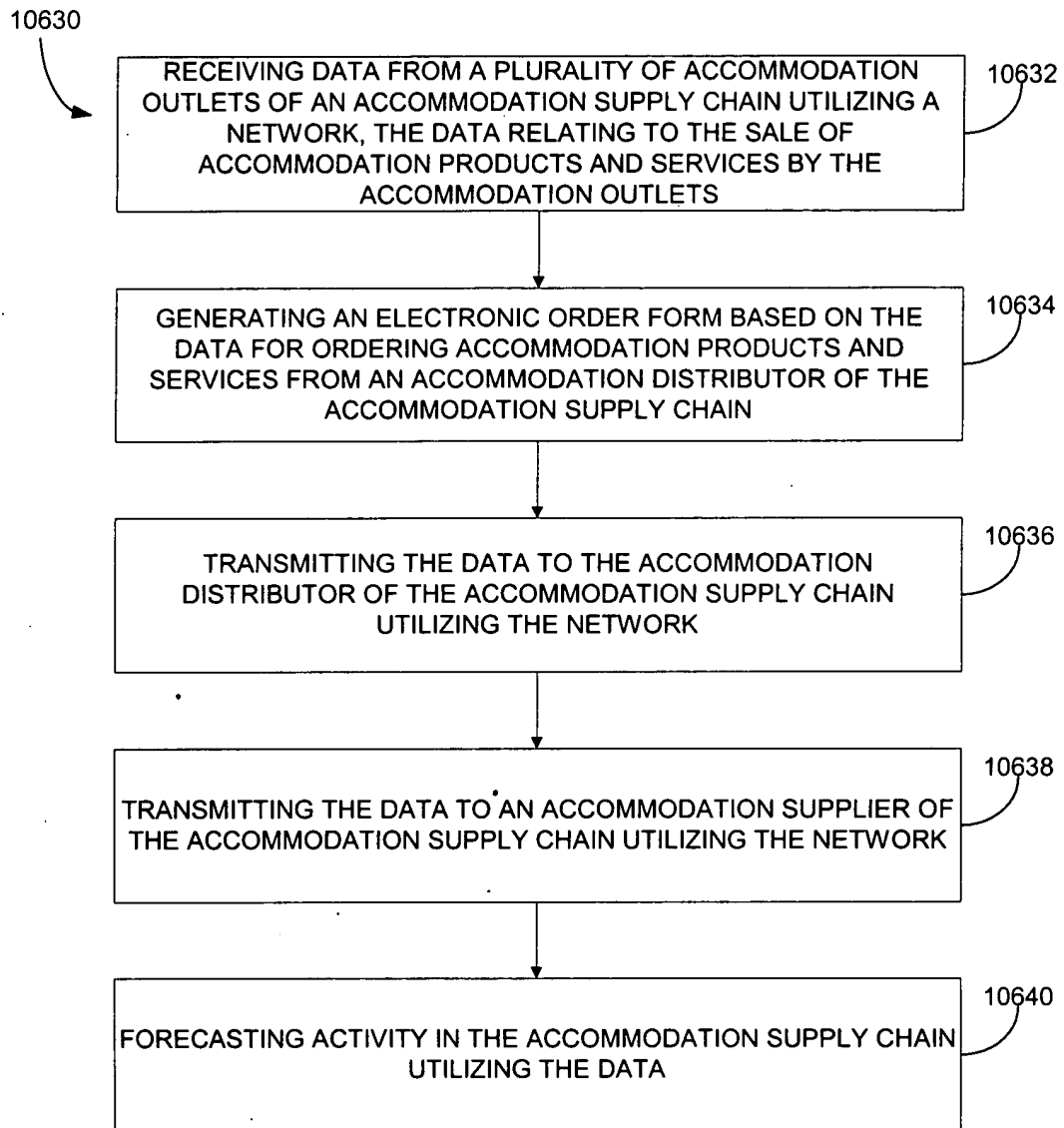
10460



**FIG. 104B**

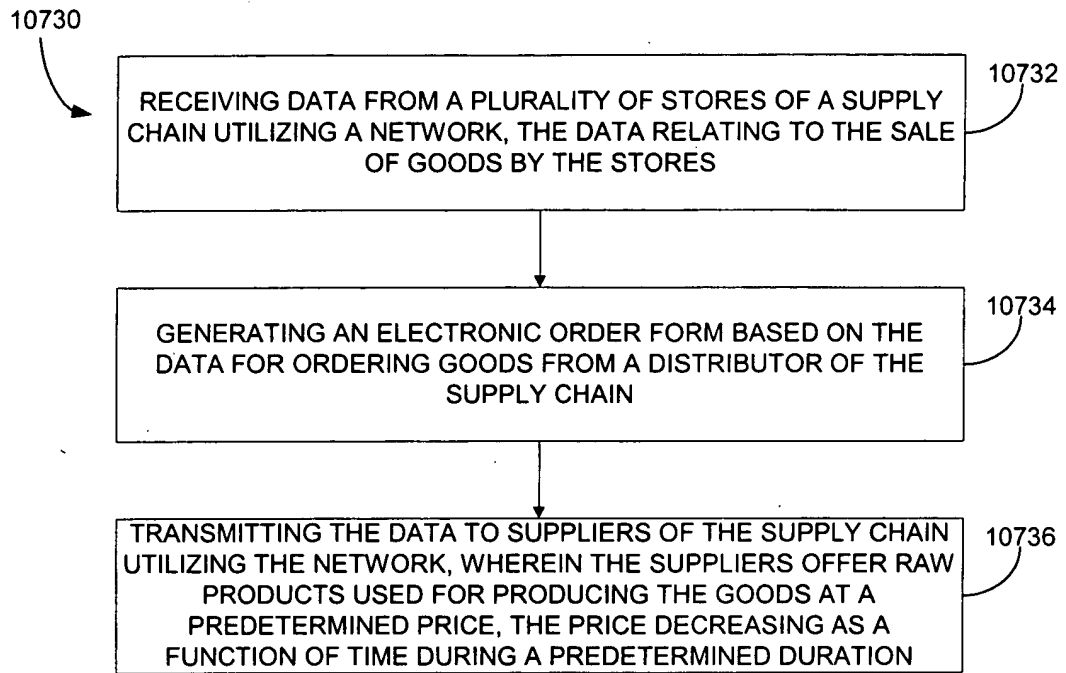


**FIG. 105**

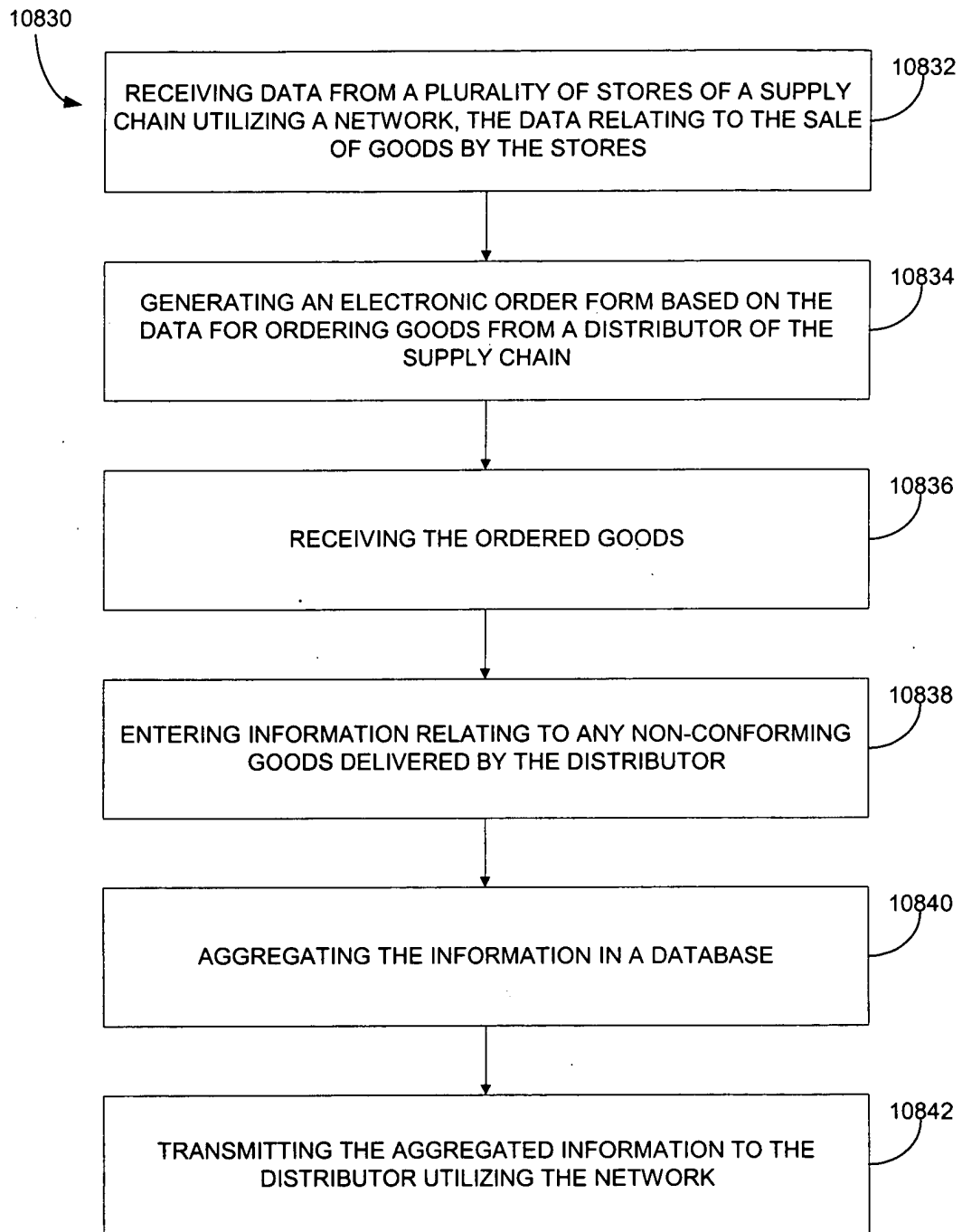


**FIG. 106**



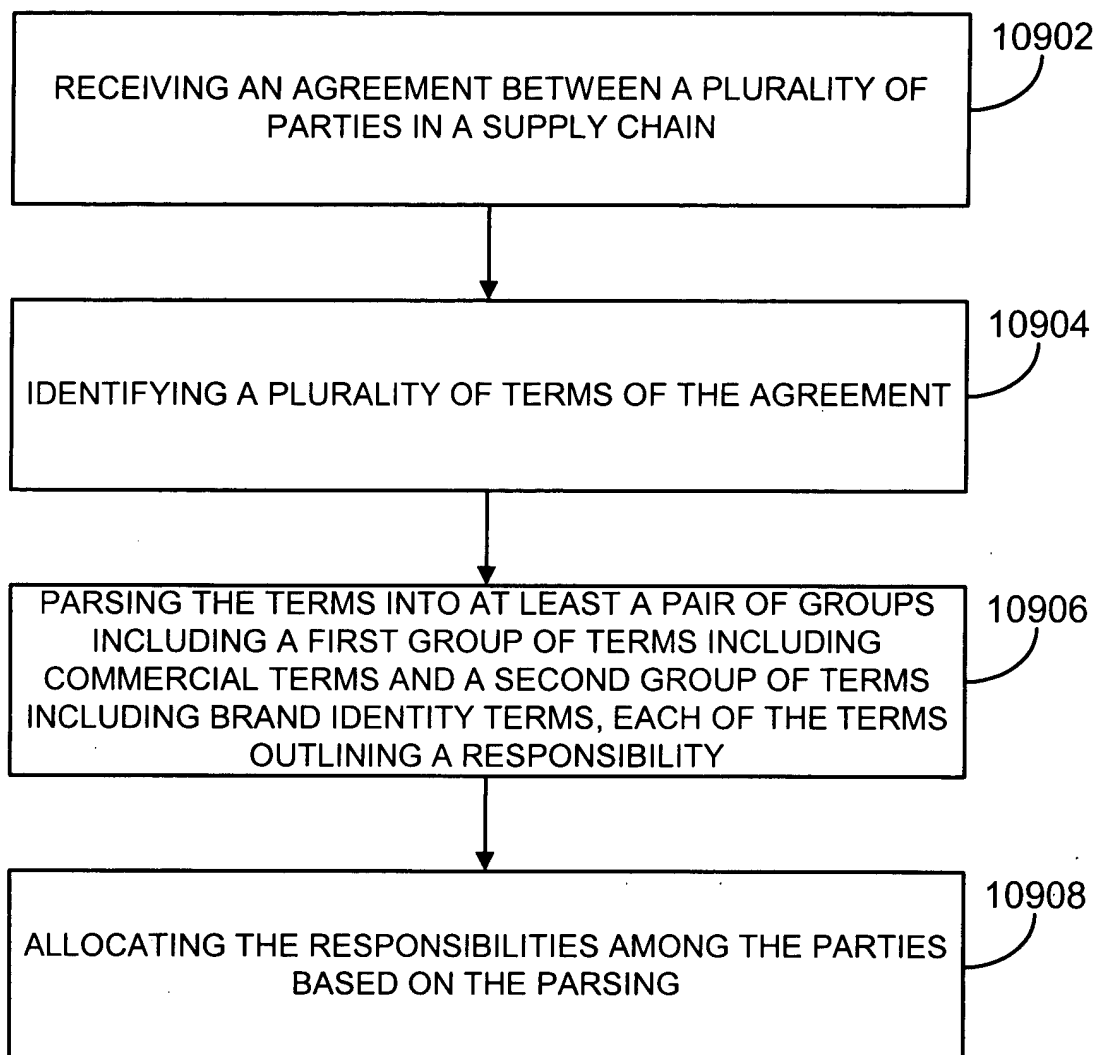


**FIG. 107**



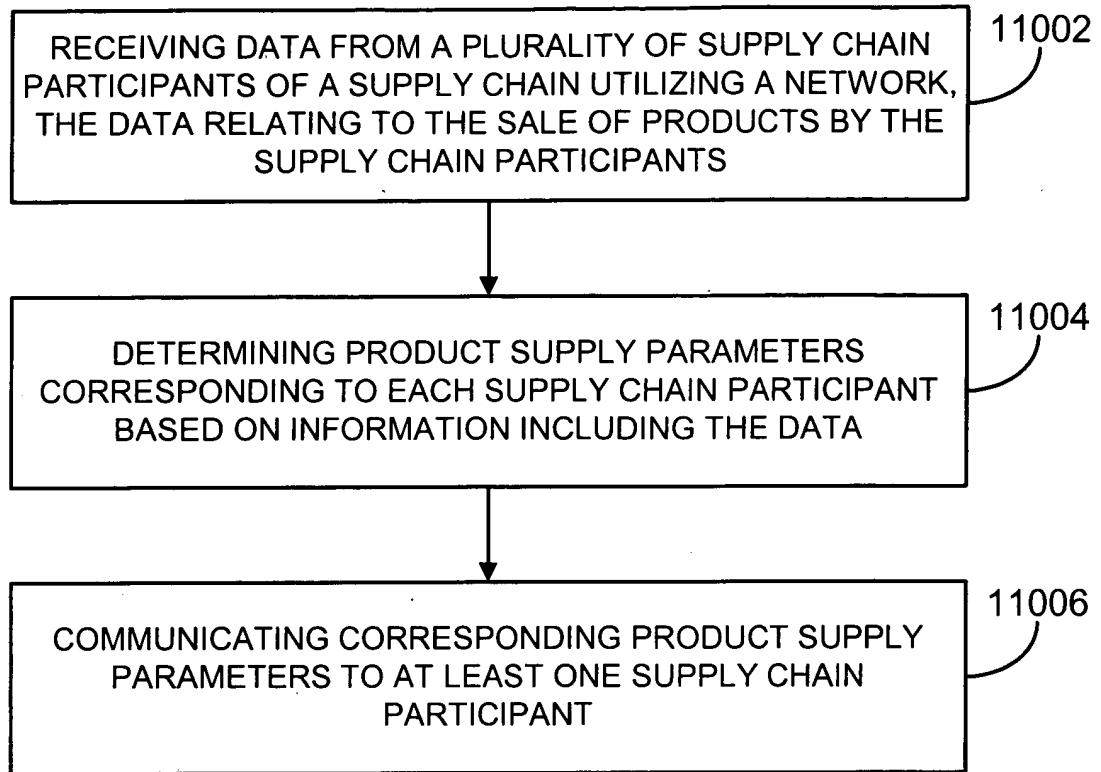
**FIG. 108**

10900



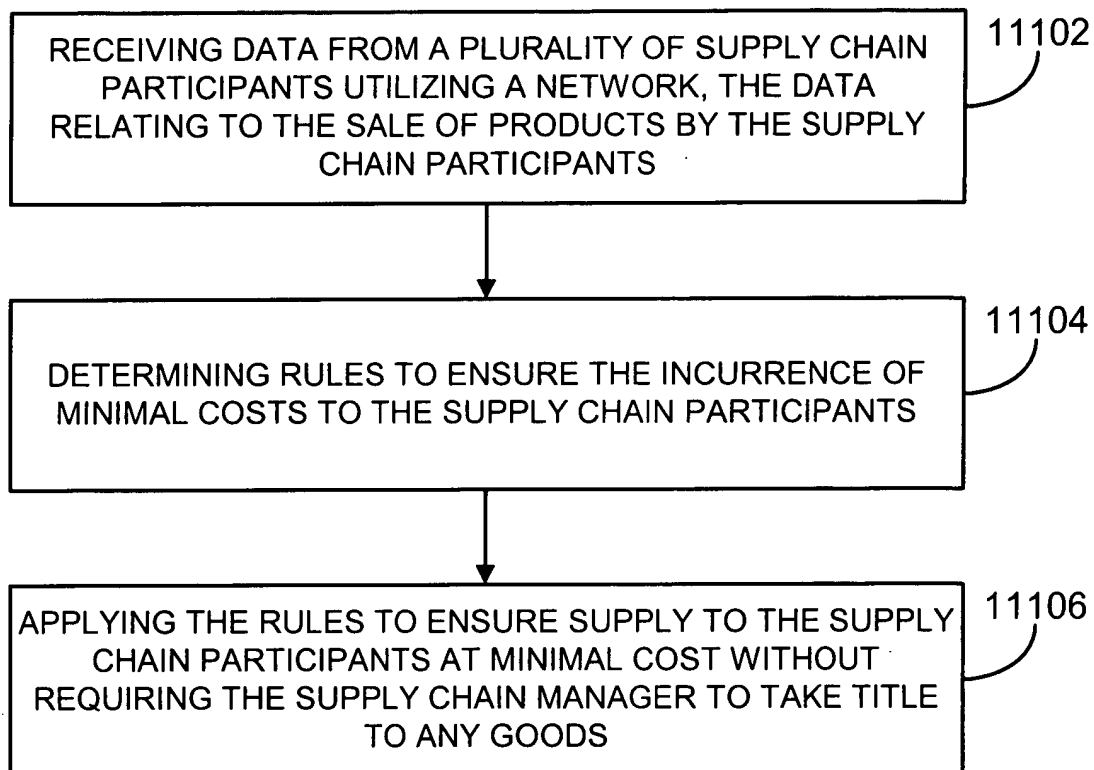
**FIG. 109**

11000



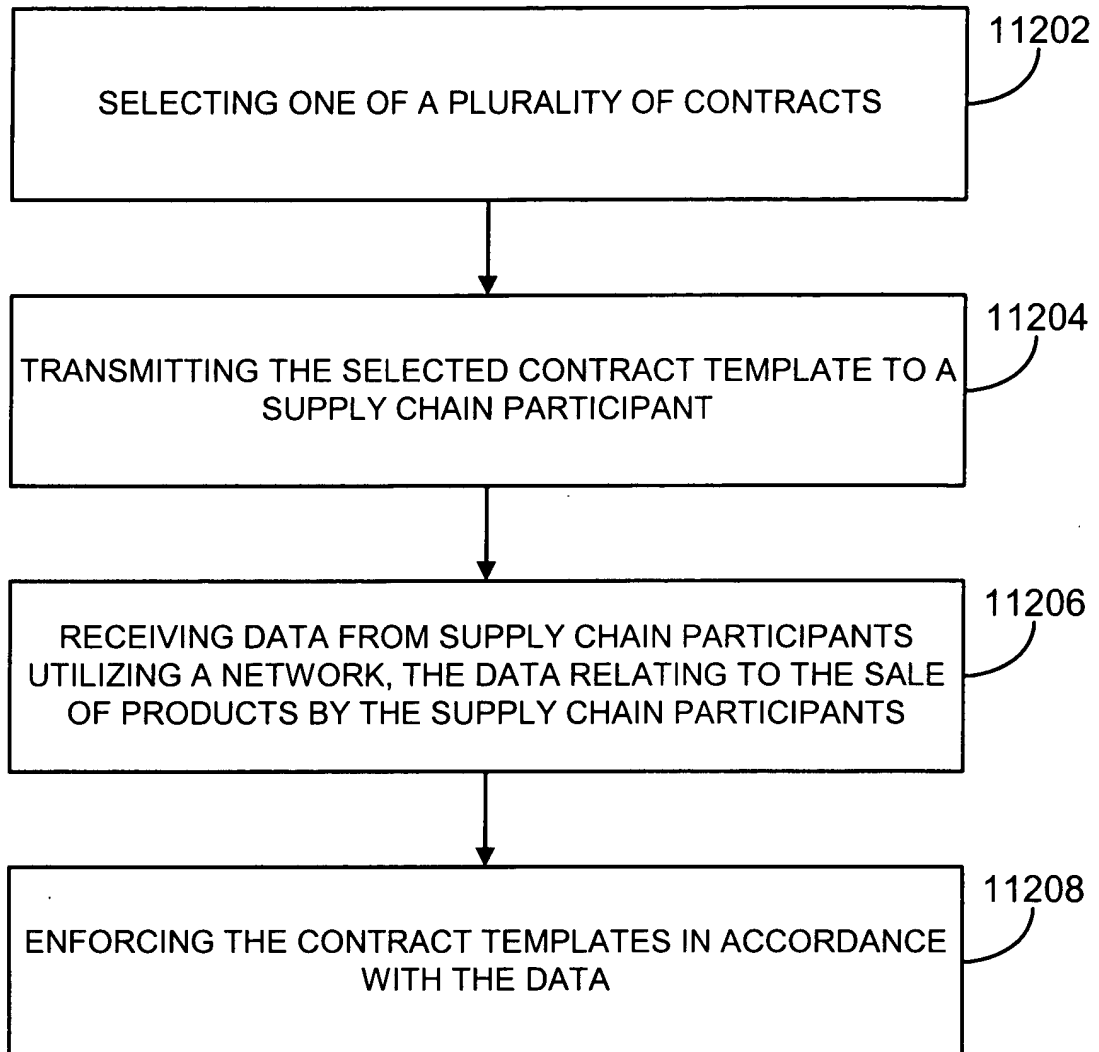
**FIG. 110**

11100



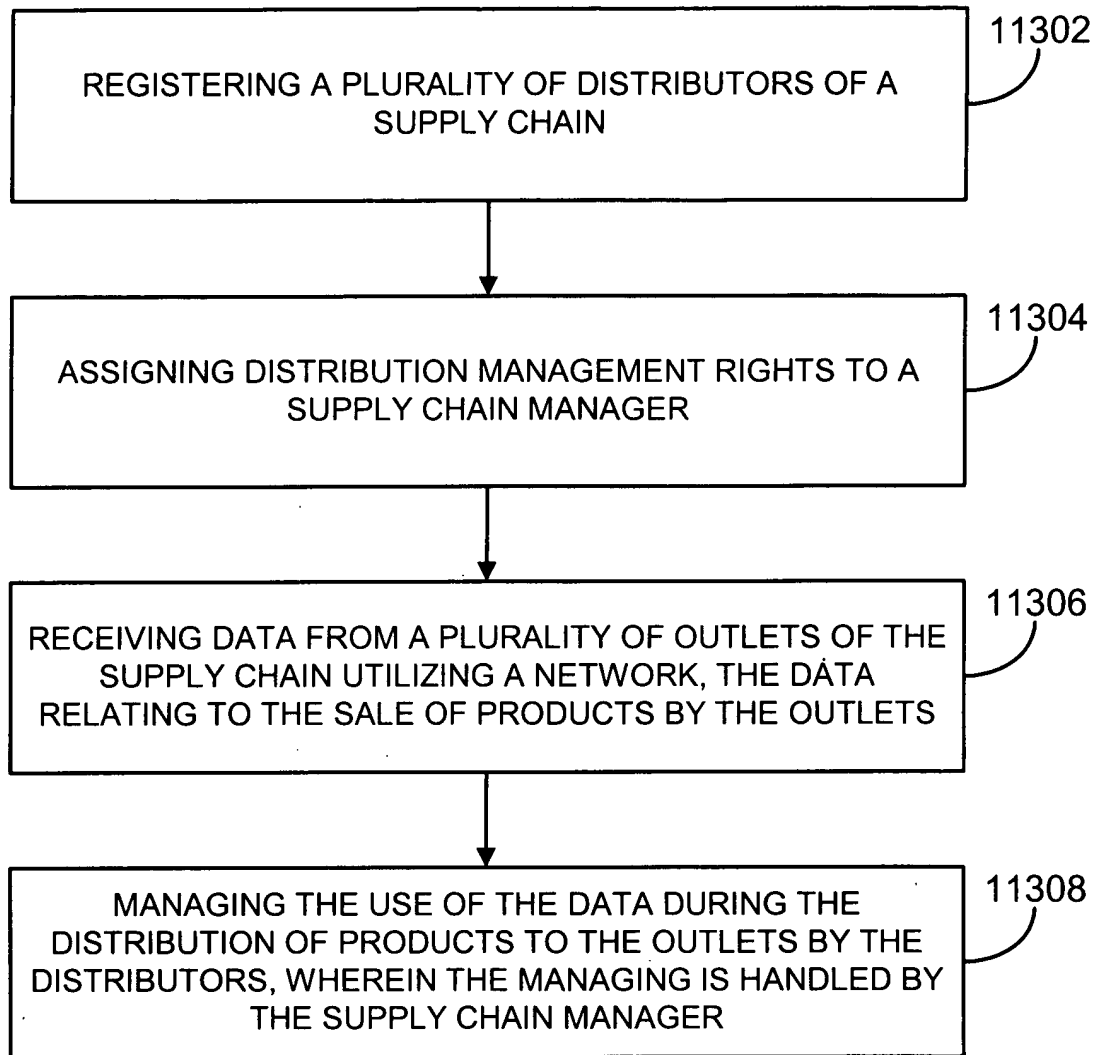
**FIG. 111**

11200



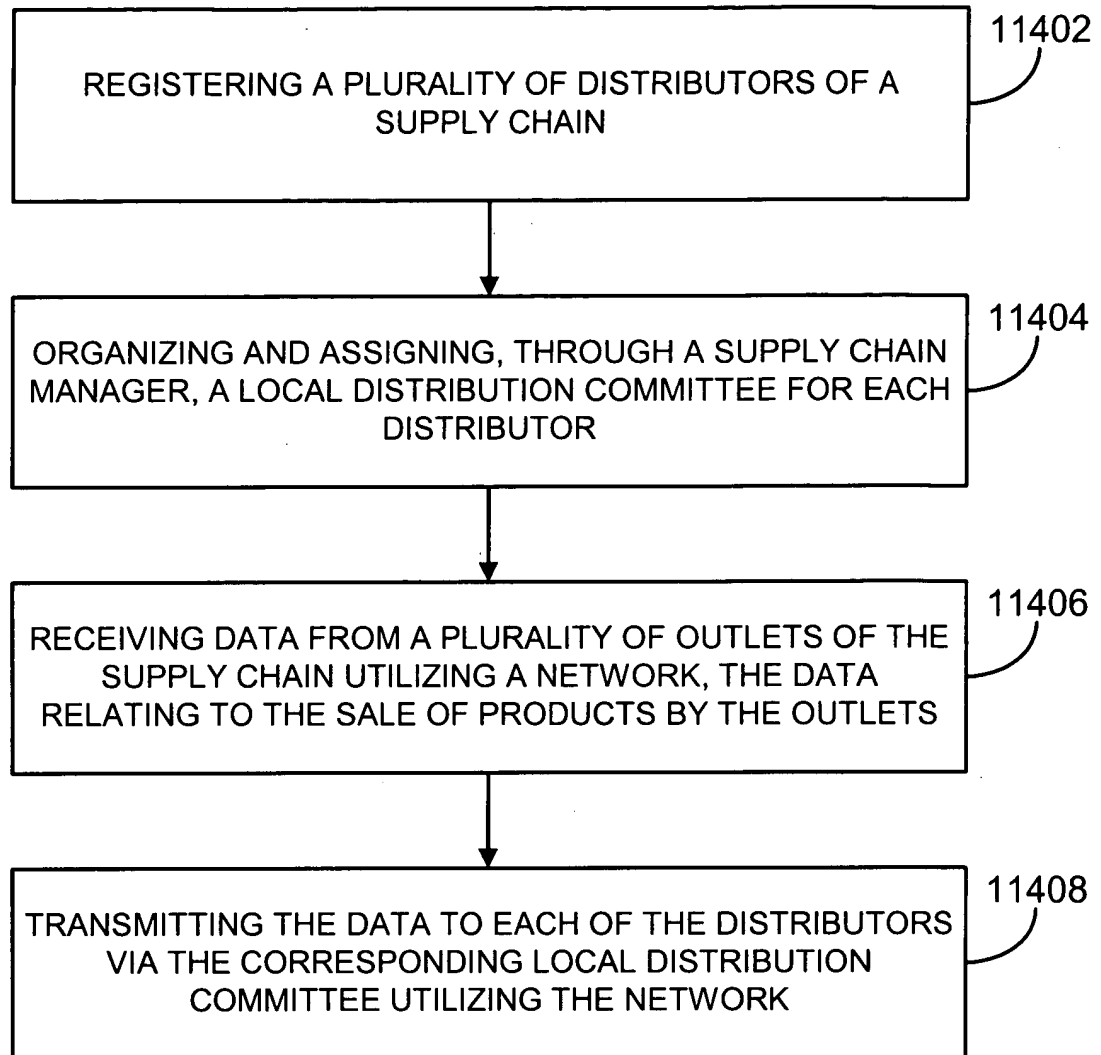
**FIG. 112**

11300



**FIG. 113**

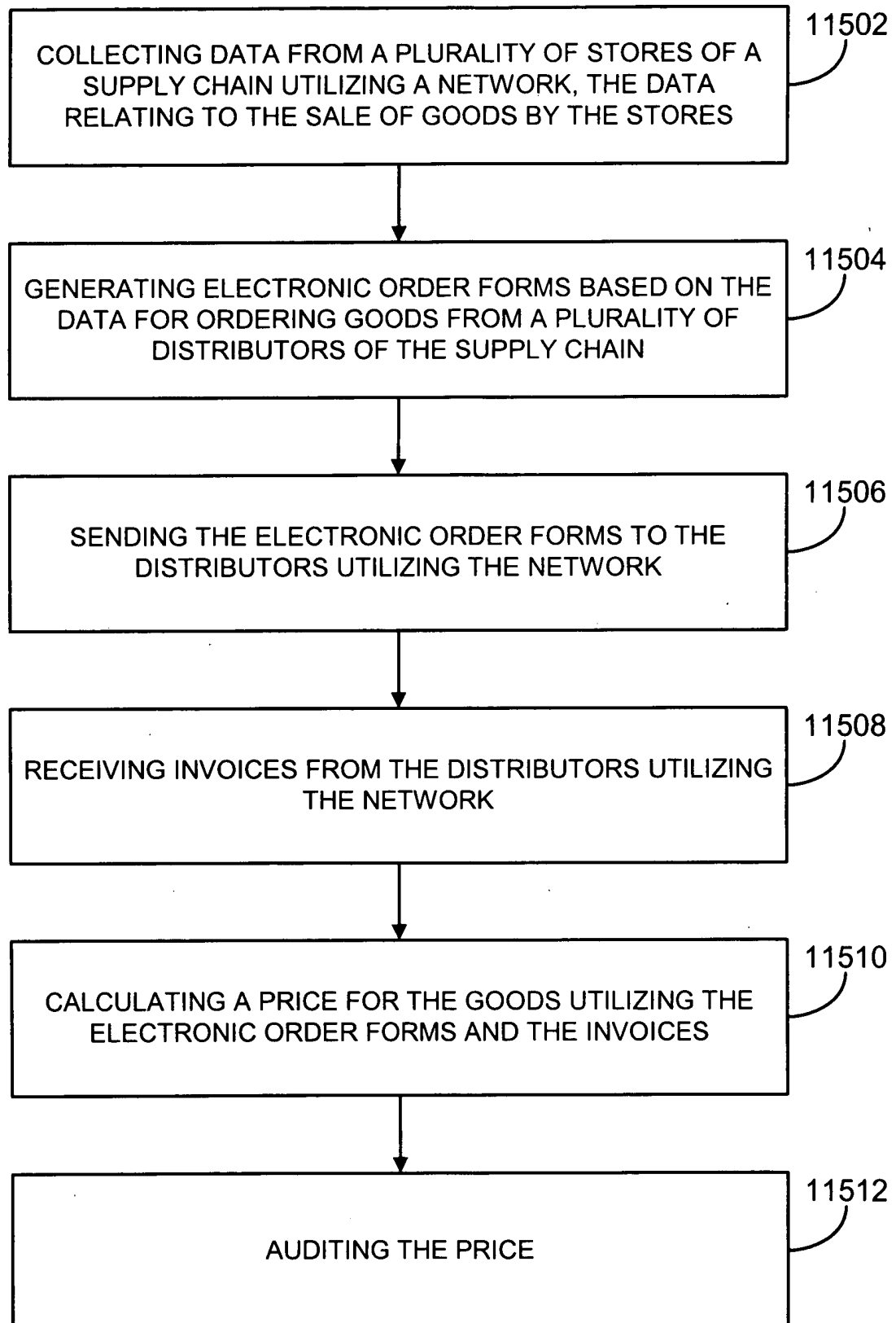
11400



**FIG. 114**

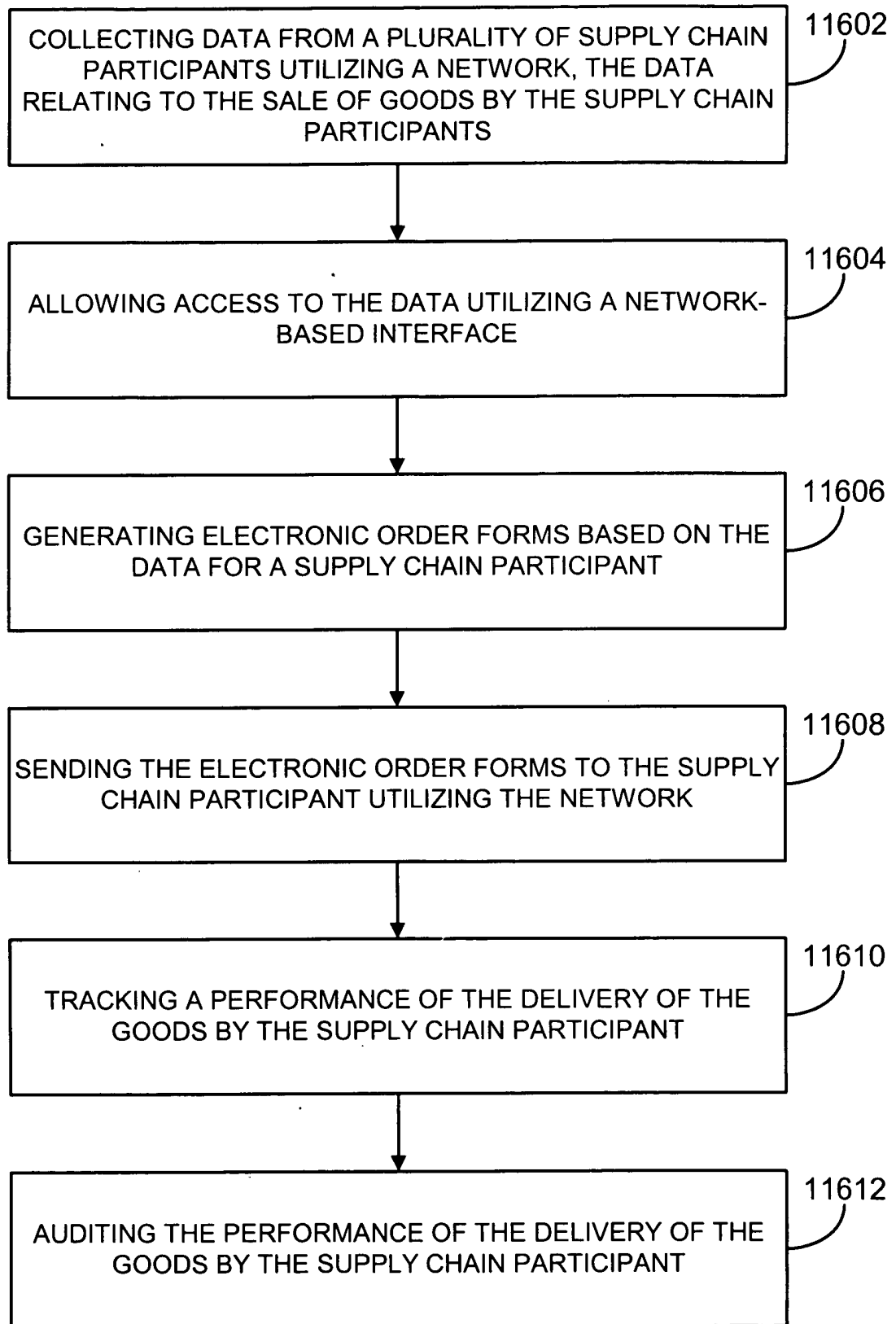


11500



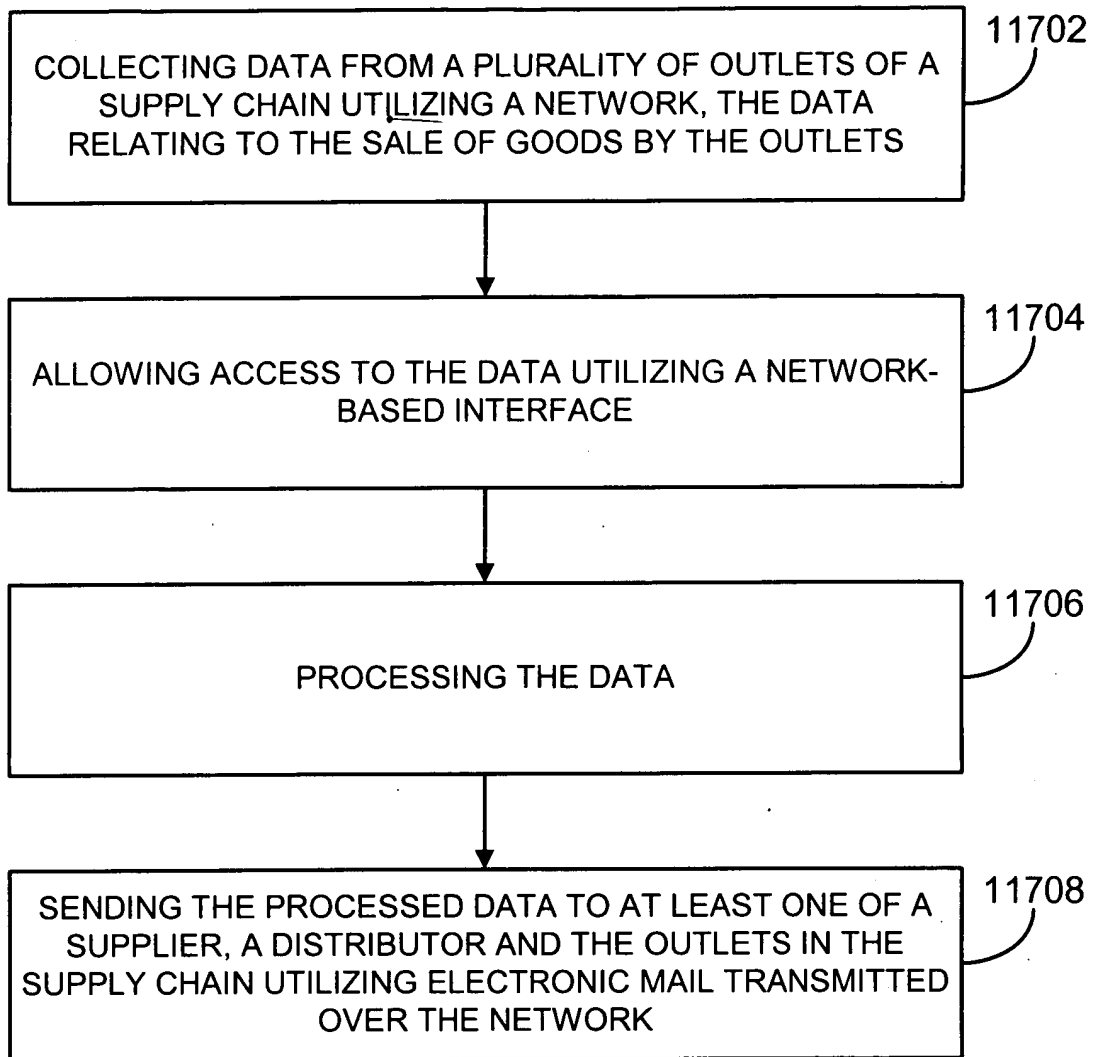
**FIG. 115**

11600



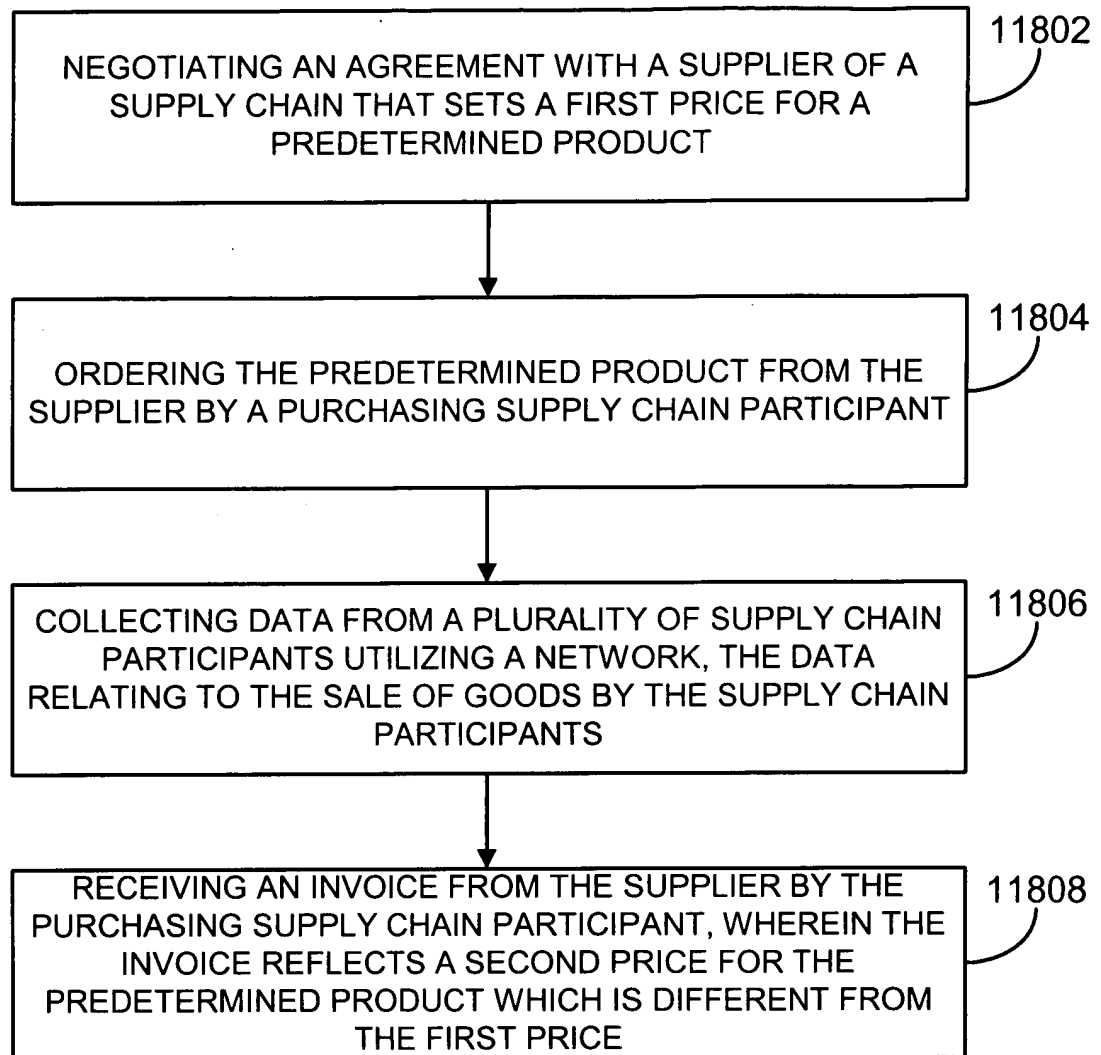
**FIG. 116**

11700



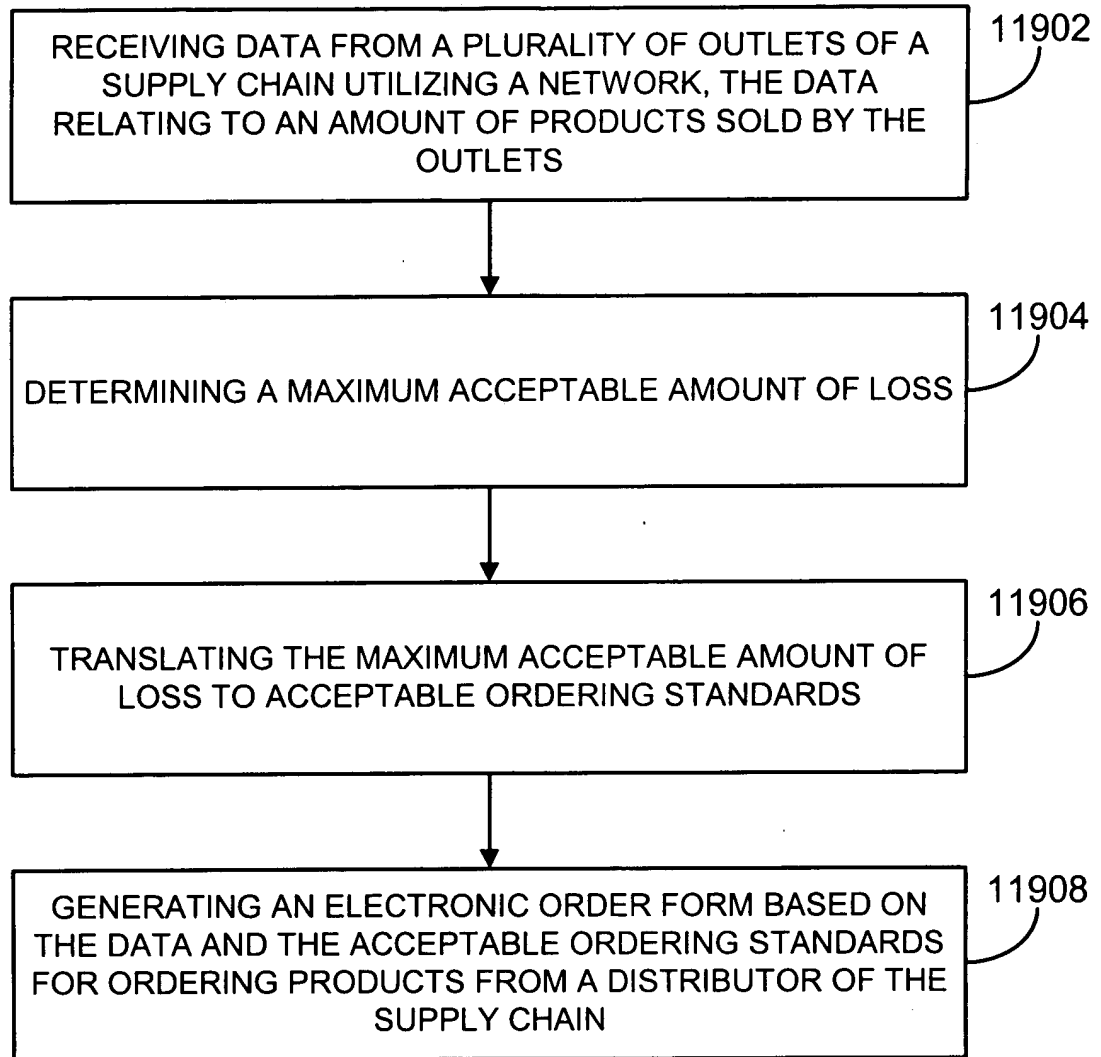
**FIG. 117**

11800



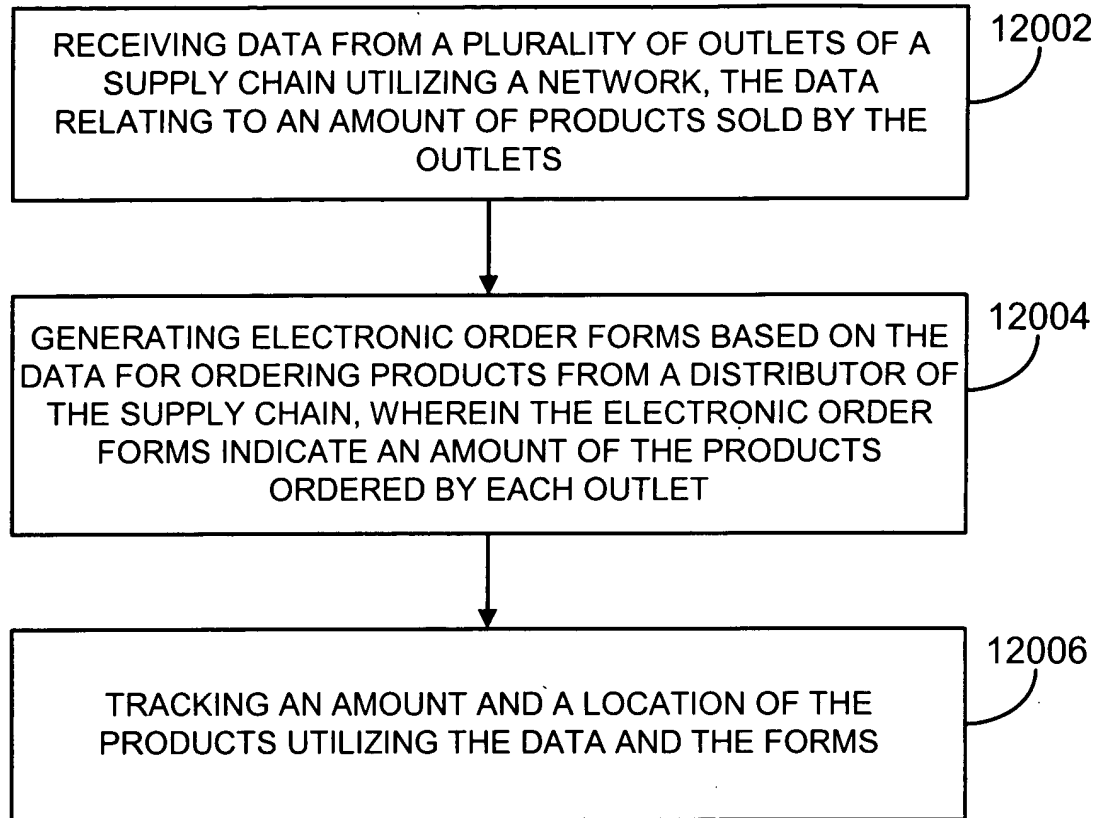
**FIG. 118**

11900



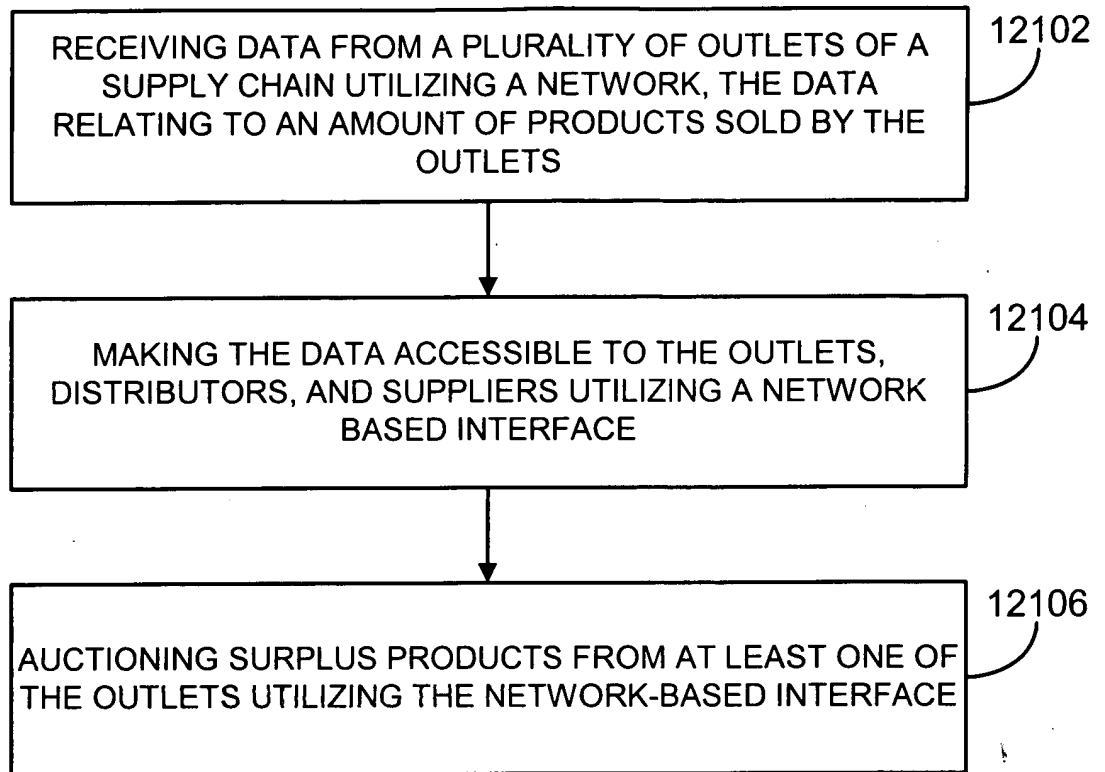
**FIG. 119**

12000



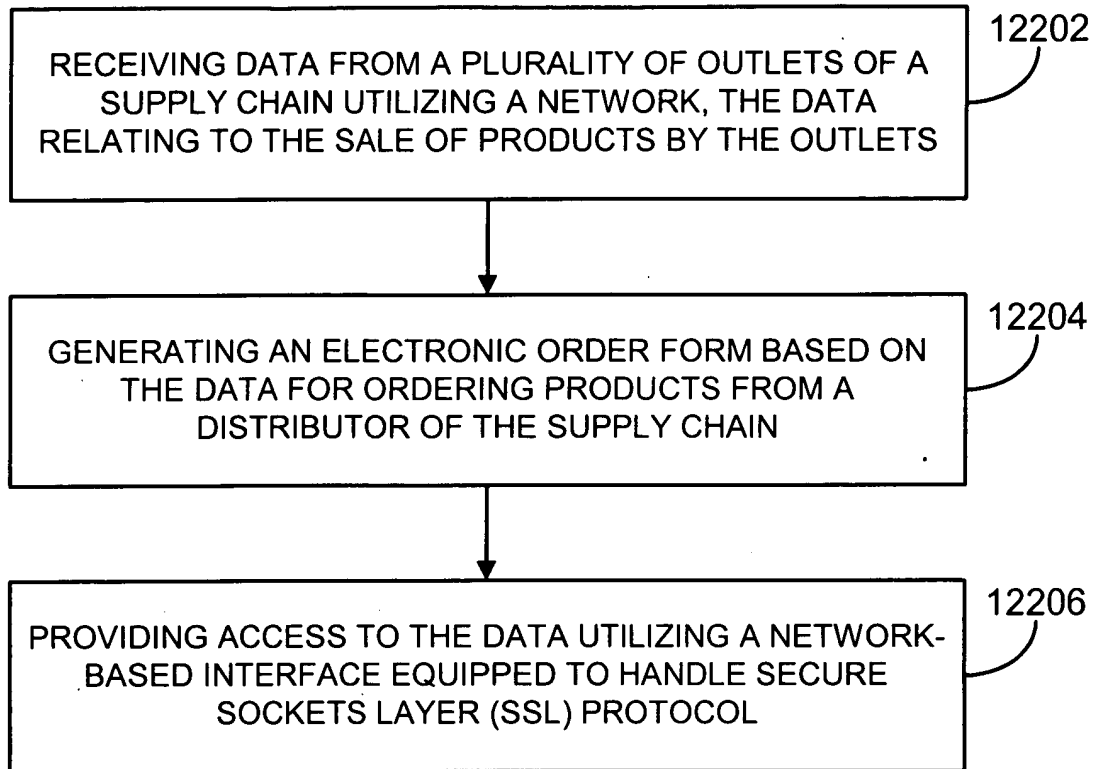
**FIG. 120**

12100



**FIG. 121**

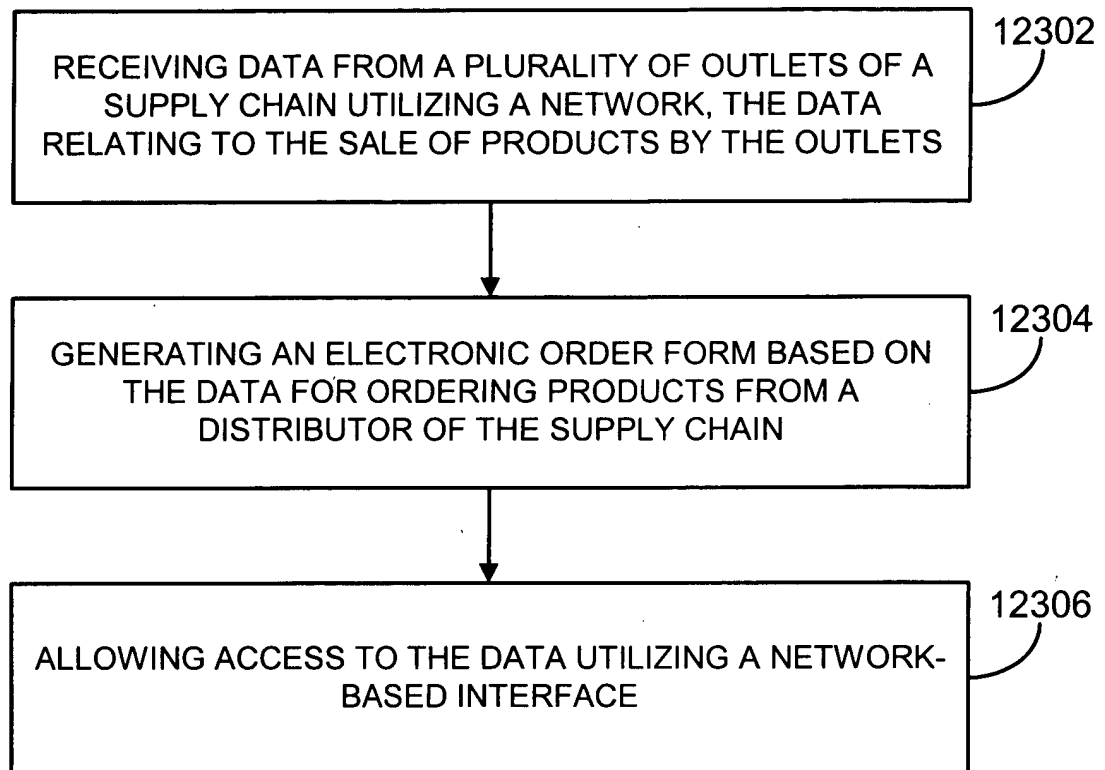
12200



**FIG. 122**



12300



**FIG. 123**

12400



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12402



GENERATING A CALENDAR OF EVENTS

12404



ALLOWING ACCESS TO THE CALENDAR OF EVENTS  
UTILIZING A NETWORK-BASED INTERFACE

12406

**FIG. 124**

12500

12502

A screenshot of a software interface showing a menu bar with the following items: Supply, Patronage, Sales/Inv, Utilities, and Window. A dropdown menu is open under the 'Supply' menu, listing the following options: Supplier..., Supplier Site..., Distributor..., and DC... To the right of the dropdown menu, there are two buttons labeled 'Least Cost' and 'Contract'. Below the dropdown menu, there is a tab labeled 'Item' and a button labeled 'Items...'.

FIG. 125

12600

12602

A screenshot of a toolbar containing three buttons labeled 'Sort', 'Print', and 'New'.

FIG. 126

12700

12702

A screenshot of a data entry form with the following fields and controls:

- Item Desc:** A text input field.
- Item Number:** A text input field.
- Product Cat Code:** A dropdown menu.
- Status Code:** A dropdown menu with the value 'Active' selected.
- Item Rank:** A dropdown menu.

FIG. 127

12800

12800



### Landed Cost by Distribution Center

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

FIG. 128

12900



FIG. 129

13000

|                            |   |                                |          |
|----------------------------|---|--------------------------------|----------|
| <b>Supplier Item Desc:</b> |   | <b>Item No:</b>                |          |
| <b>Current:</b>            | <input checked="" type="radio"/> Yes <input type="radio"/> No | <b>Tie Qty:</b>                |          |
| <b>Items per Case:</b>     | 5000  | <b>High Qty:</b>               |          |
| <b>Innerpack Contents:</b> | 5/1000  | <b>Cases Per Pallet:</b>       |          |
| <b>Item Size:</b>          |   | <b>Stacking Allowed:</b>       |          |
| <b>Case Length:</b>        |   | <b>Universal Product Code:</b> |          |
| <b>Case Width:</b>         |   | <b>Cases Per Truckload:</b>    | 1350     |
| <b>Case Depth:</b>         |   | <b>Net Weight:</b>             | 39.00    |
| <b>Case Dimension U/M:</b> | INCH(S)   | <b>Gross Weight:</b>           | 39.00    |
| <b>Item Cube:</b>          | 0.95 CUBIC FEET   | <b>Weight U/M:</b>             | POUND(S) |
| <b>Item Shelf Life:</b>    |   | <b>BarCode:</b>                |          |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13000 3631860

13100

|                         |                               |   |
|-------------------------|-------------------------------|---|
| <b>Site Information</b> | <b>Site Id:</b> 17355         | <b>Site Role:</b> <i>FOB Shipping Point</i> |
| <b>Site Name:</b>       | TYSON FOODS - NEW HOLLAND, PA |   |

13102

FIG. 131

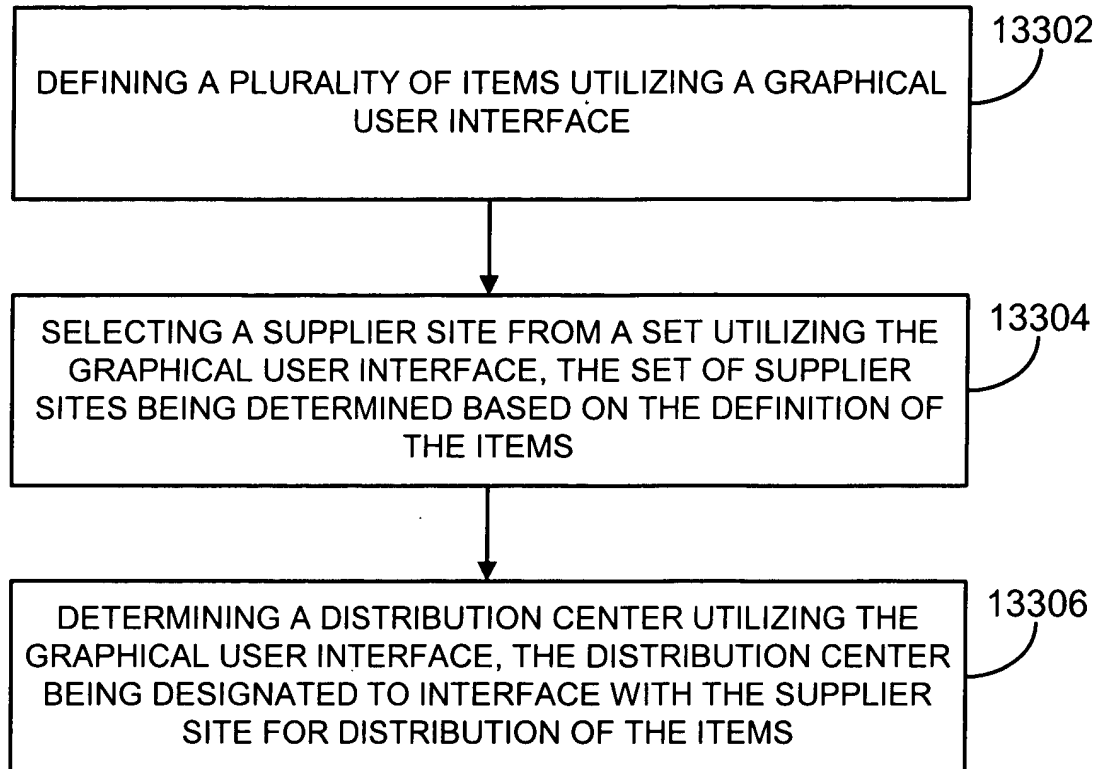
13200

|                         |  |                           |
|-------------------------|--|---------------------------|
| <b>Site Information</b> | <b>Site Id:</b> 16                         | <b>FOB Shipping Point</b> |
| <b>Name:</b>            | AMERISERVE-FARMINGDALE, NY                 | <b>Railroad Name:</b>     |
| <b>Status:</b>          | Active <input checked="" type="checkbox"/> | <b>Rail Sidings:</b>      |

FIG. 132

FIG. 131

13300



**FIG. 133**

13400

|                 |                                       |   |        |           |        |                           |                          |
|-----------------|---------------------------------------|---|--------|-----------|--------|---------------------------|--------------------------|
| Item:           | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin:  | 7/1/96 | End:      | 9/1/96 | Final:                    | <input type="checkbox"/> |
| Override Rules: |                                       | <input type="radio"/> Yes <input checked="" type="radio"/> No |        | Apply By: |        | Cell <input type="text"/> |                          |

FIG. 134

13500

| DC                          | Supplier FOB Point             |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO       | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE, NY  | TYSON FOODS - NEW HOLLAND, PA  |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400  | 35.2300 |
| 34.3200 | 34.3900 | 0.2900  | 34.6800 |

FIG. 136

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

FIG. 137




**Contract**

| Min Ordr | UM          | Slip   | Deliv. |
|----------|-------------|--------|--------|
| 1        | TRUCKLOAD(S | Pallet |        |
| 1        | TRUCKLOAD(S | Pallet |        |

| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

 **Notif**

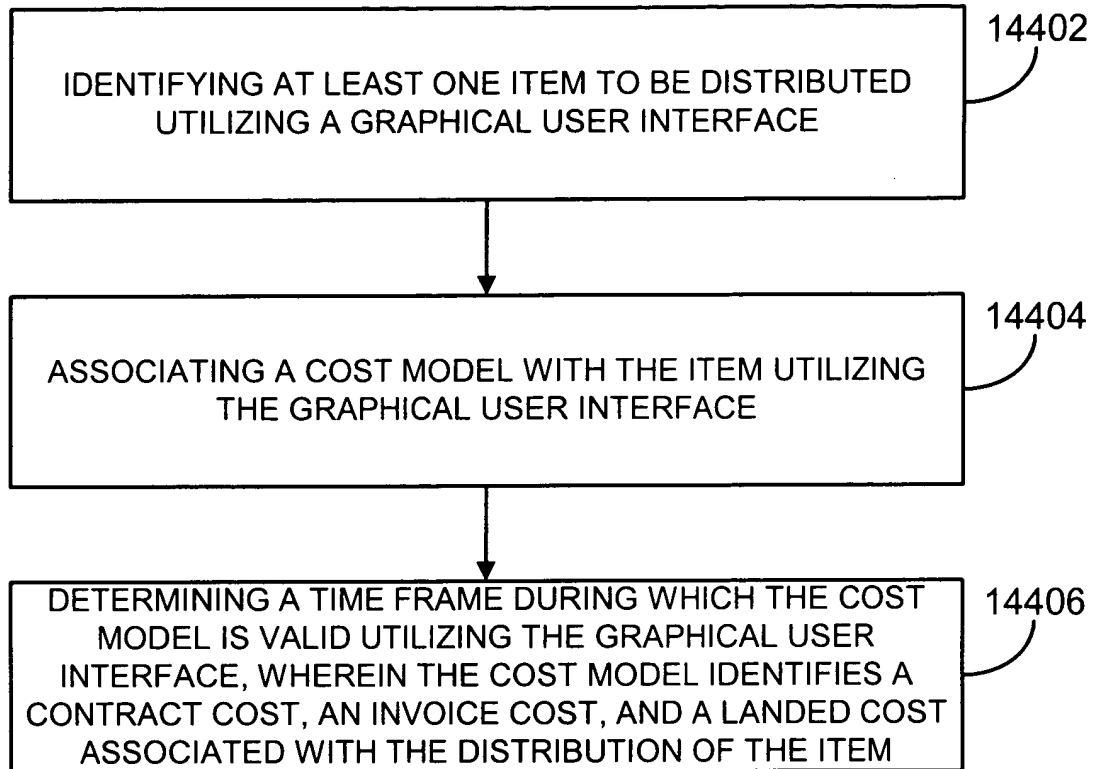
Options Window Help

Verify  
Contract Link  
Matrix Status  
Price Notification - Standard  
Price Notification - DC's  
Supplier Confirmation...

|                       |                                   |    |
|-----------------------|-----------------------------------|----|
| <u>C</u> ost          | <u>E</u> dit / View ...           | F3 |
| Commodities           | New (using previous matrix) ...   | F4 |
|                       | New (build matrix) ...            | F5 |
| <u>V</u> endor Rating |                                   |    |
| Contact Management    | Multi Item Price Notification ... |    |

**FIG. 143**

14400



**FIG. 144**

14500



FIG. 145

14600

|                     |                   |                                    |
|---------------------|-------------------|------------------------------------|
| Contract ID:        | 673 - TYSON FOODS |                                    |
| Initial Buyer Name: | Jamie Hersh       | Current Buyer Name: Chris Steinton |

FIG. 146

14700

|                      |               |
|----------------------|---------------|
| Contract Start Date: | 05/15/98      |
| Contract End Date:   | 12/31/02      |
| Execution Date:      | 5/15/98       |
| Effective:           | Shipment Date |
| Payment Terms:       | Net 10        |

FIG. 147

14800



FIG. 148

14900

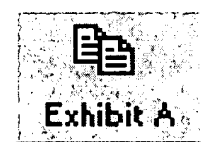


FIG. 149

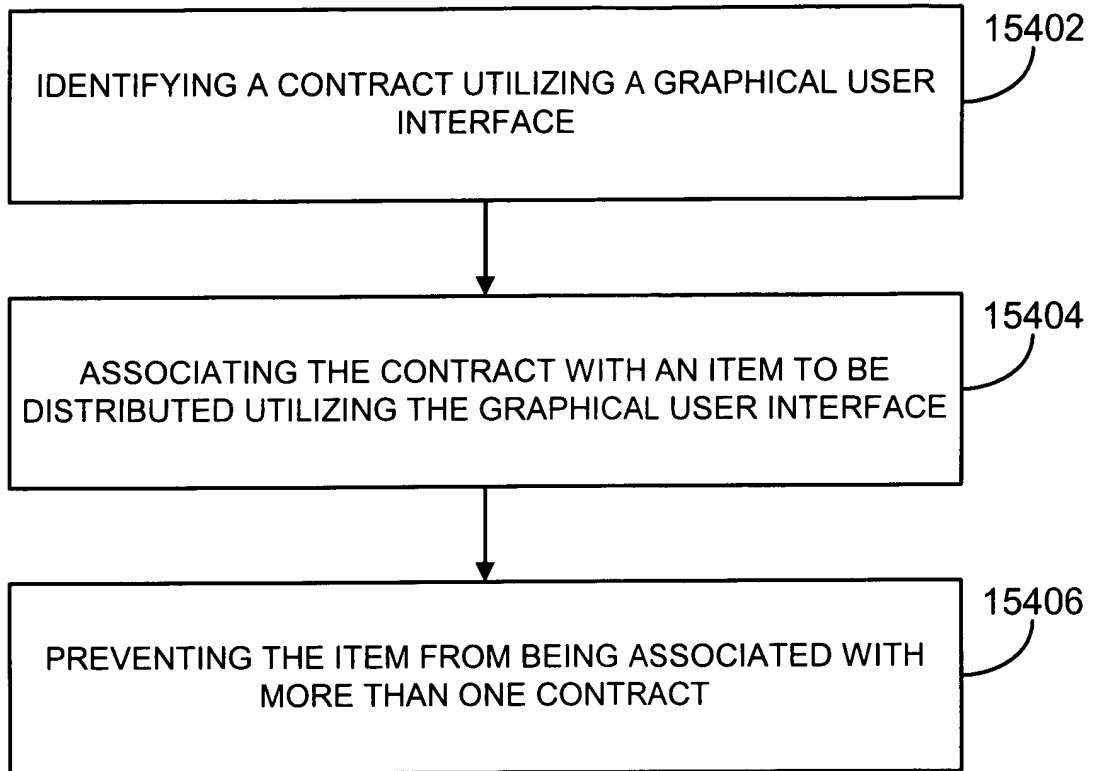
15000



FIG. 150



15400



**FIG. 154**

RSI Sup

**File** **Supply** **Patronage** **Sales/Inv** **Utilities** **Window** **H**

**Supplier ...**  
**Supplier Site ...**  
**Distributor ...**  
**DC ...**  
**Item** ▶  
**Proposal**  
**Least Cost Analysis**  
**Contract ...**

**Edit / New ...**  
**New Using Previous ...**

15500

15502

**FIG. 155**

15600

**Proposal - Foam Hot Cups & Polystyrene Lids**

|                  |       |           |     |           |          |       |           |          |
|------------------|-------|-----------|-----|-----------|----------|-------|-----------|----------|
| <b>Main Info</b> | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid |
|------------------|-------|-----------|-----|-----------|----------|-------|-----------|----------|

**Proposal Information**

|                       |                                  |                             |          |
|-----------------------|----------------------------------|-----------------------------|----------|
| <b>Proposal ID:</b>   | 1021                             | <b>Proposal Due Date:</b>   | 06/12/97 |
| <b>Proposal Name:</b> | Foam Hot Cups & Polystyrene Lids | <b>Contract Begin Date:</b> | 07/01/97 |
| <b>Buyer Name:</b>    | Dennis Clabby                    | <b>Contract End Date:</b>   | 06/30/98 |

**Actions**

| # | Date:    | Action Description:  |
|---|----------|--|
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |

**FIG. 156**

15600 "S631260"

15700



FIG. 157

15800

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

| Item Description |
|------------------|
| CUP-HOT          |
|                  |
|                  |
|                  |
|                  |
|                  |
|                  |

2 Rows Selected

| Item Description       |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY)     |

> >> << <

FIG. 158



FIG. 159

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest. Usage Templates Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description      |     |
|-----------------------|-----|
| CUP-HOT 12 OZ (PAPER) | DRY |
| CUP-HOT 16 OZ (PAPER) | DRY |
| CUP-HOT 8 OZ (PAPER)  | DRY |

15902

15904

15906

15908

| Item Description             |
|------------------------------|
| CUP-HOT 12 OZ (DRY)          |
| CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (DRY)           |
| LID-HOT 12/16 OZ (DRY)       |
| LID-HOT 8 OZ (DRY)           |

FIG. 159

16000

Main Info Items Suppliers DCs FOB Price DC/Rest. Usage Templates Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component  |
|------------------|----------------------|
| MAYO-BULK        | Mayonaise Components |
|                  | (None Selected)      |
|                  | Generic FOB Pricing  |
|                  | Mayonaise Components |

FIG. 160

16100

| Item               | Growth % | Gross Wgt. | Item Cube | Contract Period      |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00%    | 32         | 1.26      | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY      | 7.00%    | 37.00      | 1.09      |                      |
| CHICKEN-TENDERS    | 0.00%    | 25.00      | 1.06      |                      |

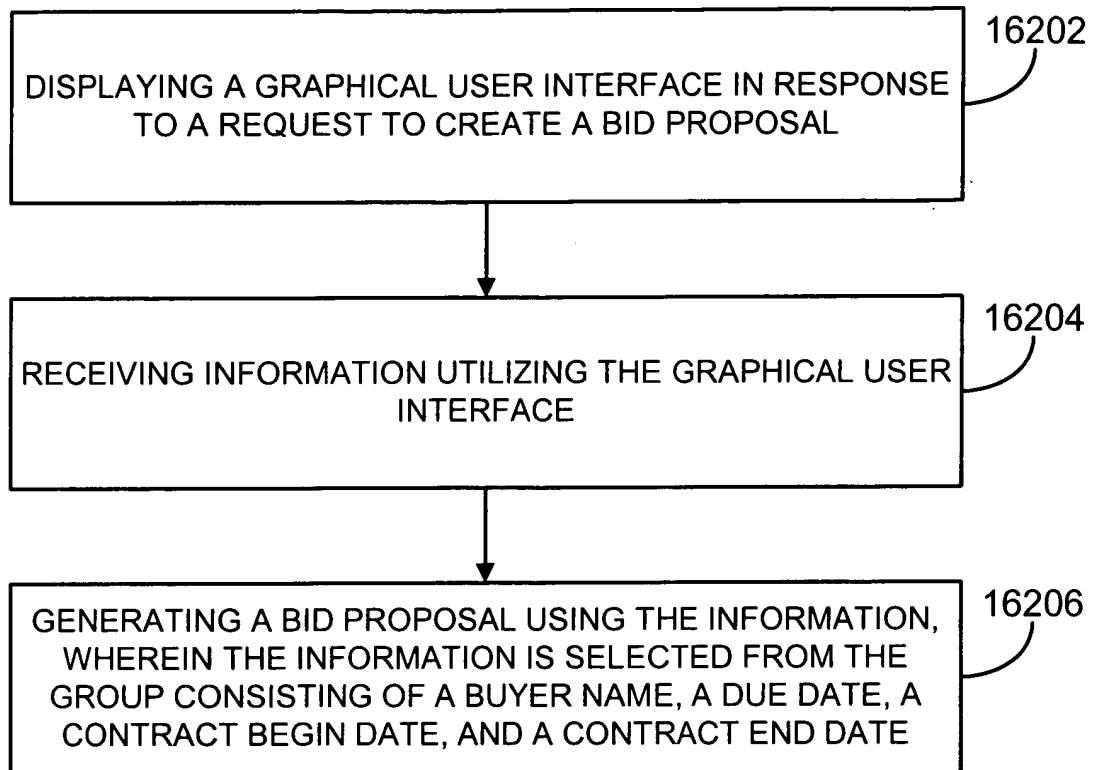
  

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ      | 576                 | 30                    | 99.34%       | 6.03      | 5.00%          | 755                  |
| POST-DENVER         | 833                 | 39                    | 99.05%       | 6.68      | 5.00%          | 1,083                |
| POST-SALT LAKE      | 116                 | 2                     | 80.00%       | 5.46      | 5.00%          | 37                   |

FIG. 161

T.D.E.C. "S.C.S.T.B.C."

16200



**FIG. 162**

16300



FIG. 163

16400

|                              | <i>Supply</i> | <i>MS</i>   | <i>Editable</i> |
|------------------------------|---------------|-------------|-----------------|
|                              |               | <i>Word</i> | <i>Y/N</i>      |
| Bid Proposal Cover Letter    |               | ?           | Y               |
| General Terms and Conditions |               | ?           | N               |
| Usage Estimates              | ?             |             | N               |
| Supplier Facility Worksheets | ?             |             | N               |
| Item Information Worksheets  | ?             |             | N               |
| Sample Supply Agreement      |               | ?           | N               |
| BK Specification Request     |               | ?           | N               |
| FOB Price Component          |               | ?           | N               |
| Truckload Freight Worksheet  | ?             |             | N               |
| LTL Freight Worksheet        | ?             |             | N               |

FIG. 164

16500

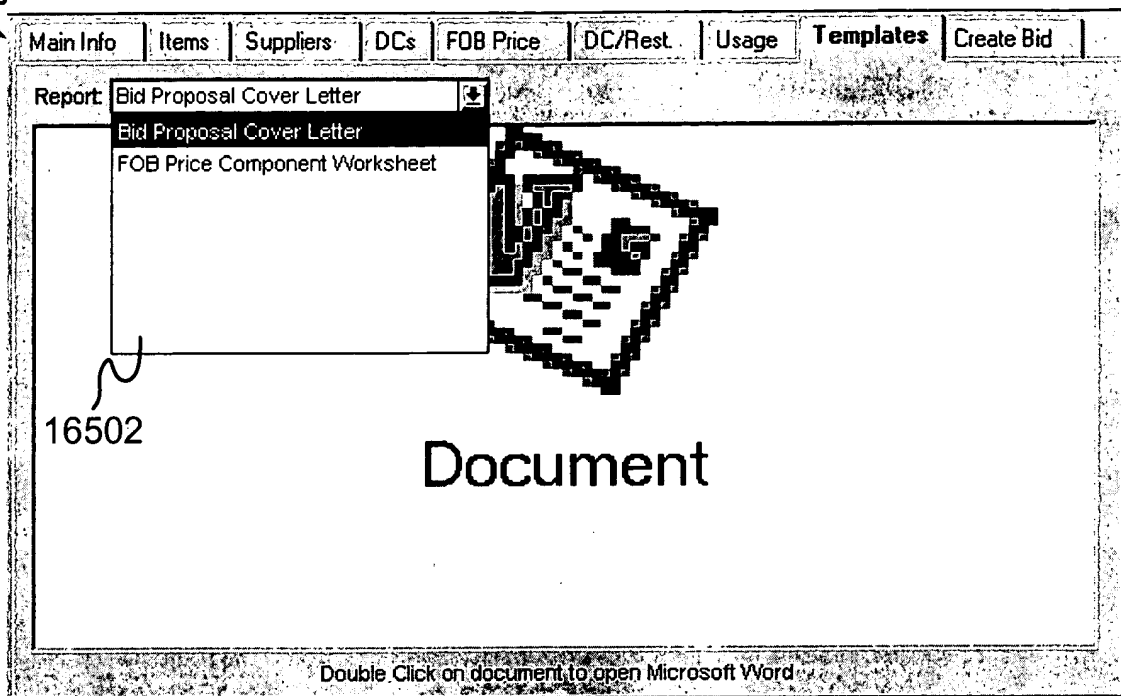


FIG. 165

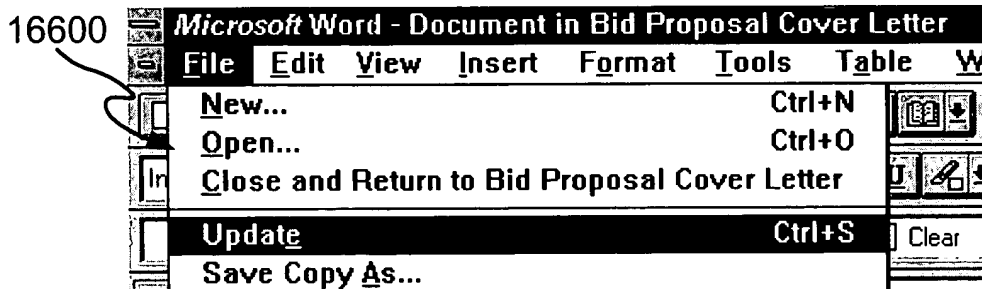


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General   | Cost  |
|---|---|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/>   | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/>  | Truckload Freight Worksheet <input checked="" type="checkbox"/>   |
| Usage Estimates <input checked="" type="checkbox"/>             | LTL Freight Worksheet <input checked="" type="checkbox"/>         |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> |   |
| Item Information Worksheet <input checked="" type="checkbox"/>  | Blank Sheets  |
| Sample Supply Agreement <input checked="" type="checkbox"/>     | Supplier Facility Worksheet <input checked="" type="checkbox"/>   |
| BK Specification Request <input checked="" type="checkbox"/>    | Item Information Worksheet <input checked="" type="checkbox"/>    |
|   | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
|   | Truckload Freight Worksheet <input checked="" type="checkbox"/>   |
|   | LTL Freight Worksheet <input checked="" type="checkbox"/>         |

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

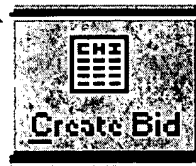


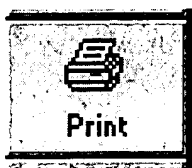
FIG. 168

16900

|         |  |   |
|---------|--|---|
| Report: | Item Information Worksheet   | Supplier: (all)   |
| 7/2/97  | Bid Proposal Cover Letter<br>FOB Price Component Worksheet<br>General Terms & Conditions<br><b>Item Information Worksheet</b><br>LTL Freight Worksheet<br>Sample Supply Agreement<br>Supplier Facility Worksheet | <b>Restaurant Services, Inc.</b><br><b>Item Information Worksheet</b><br>ATTY<br>DS |

FIG. 169

17000



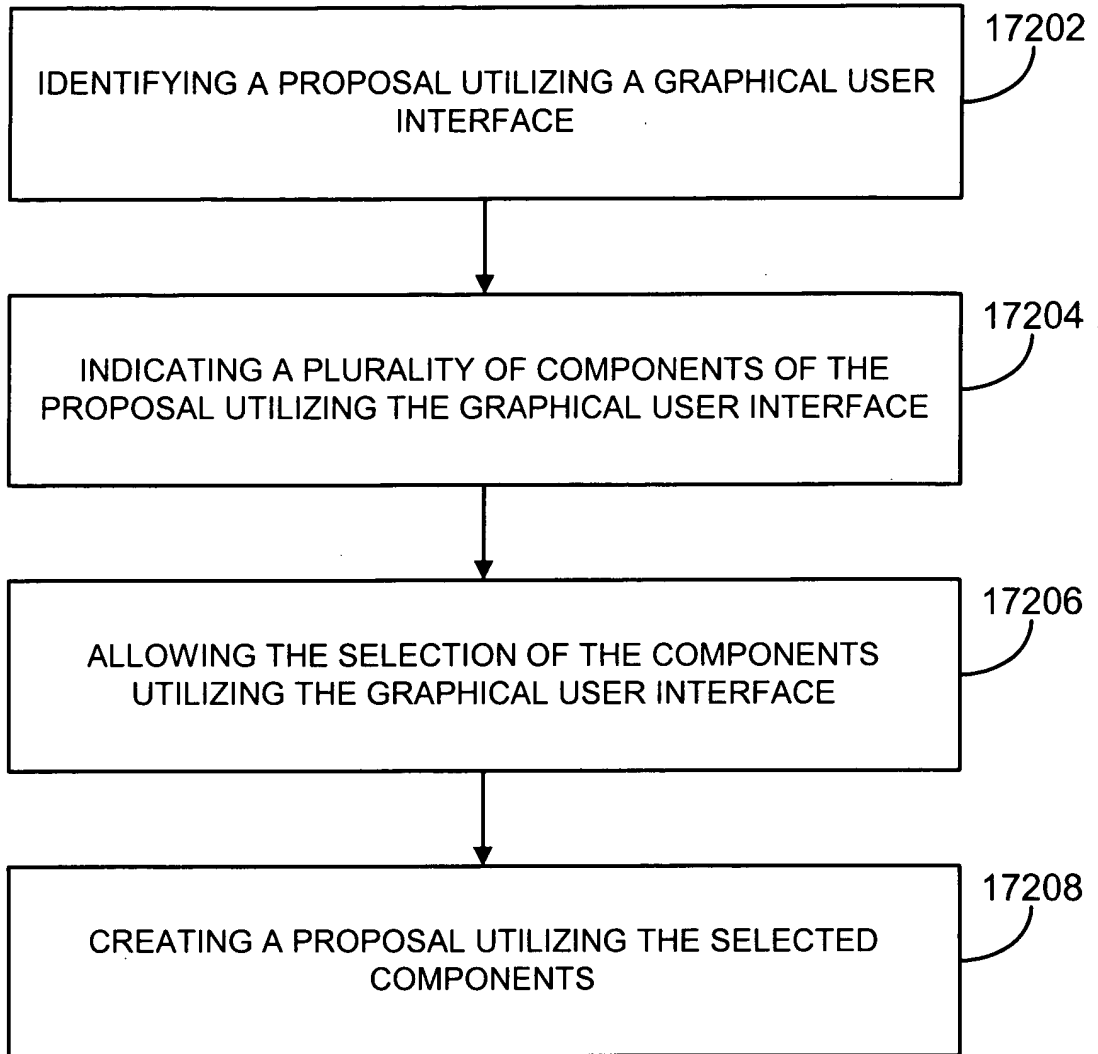
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**



17300



FIG. 173

17400

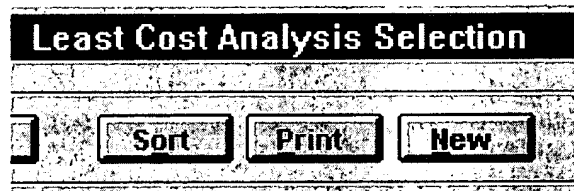


FIG. 174

17500

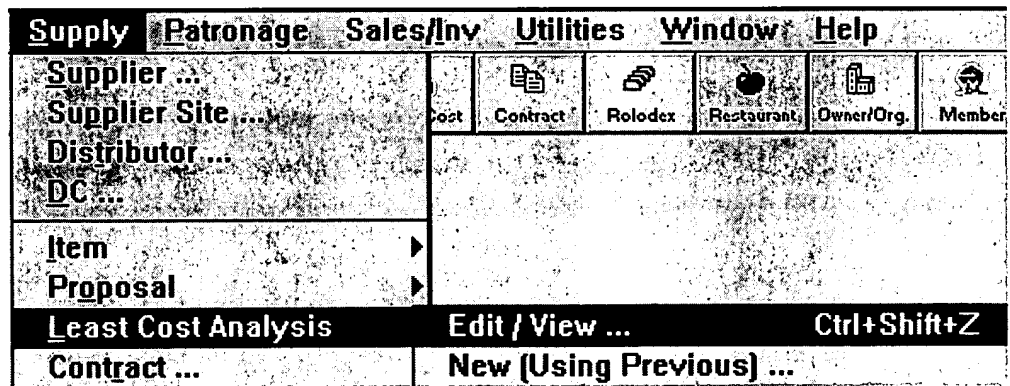


FIG. 175

**Bid Proposal Name:**

(None)



Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

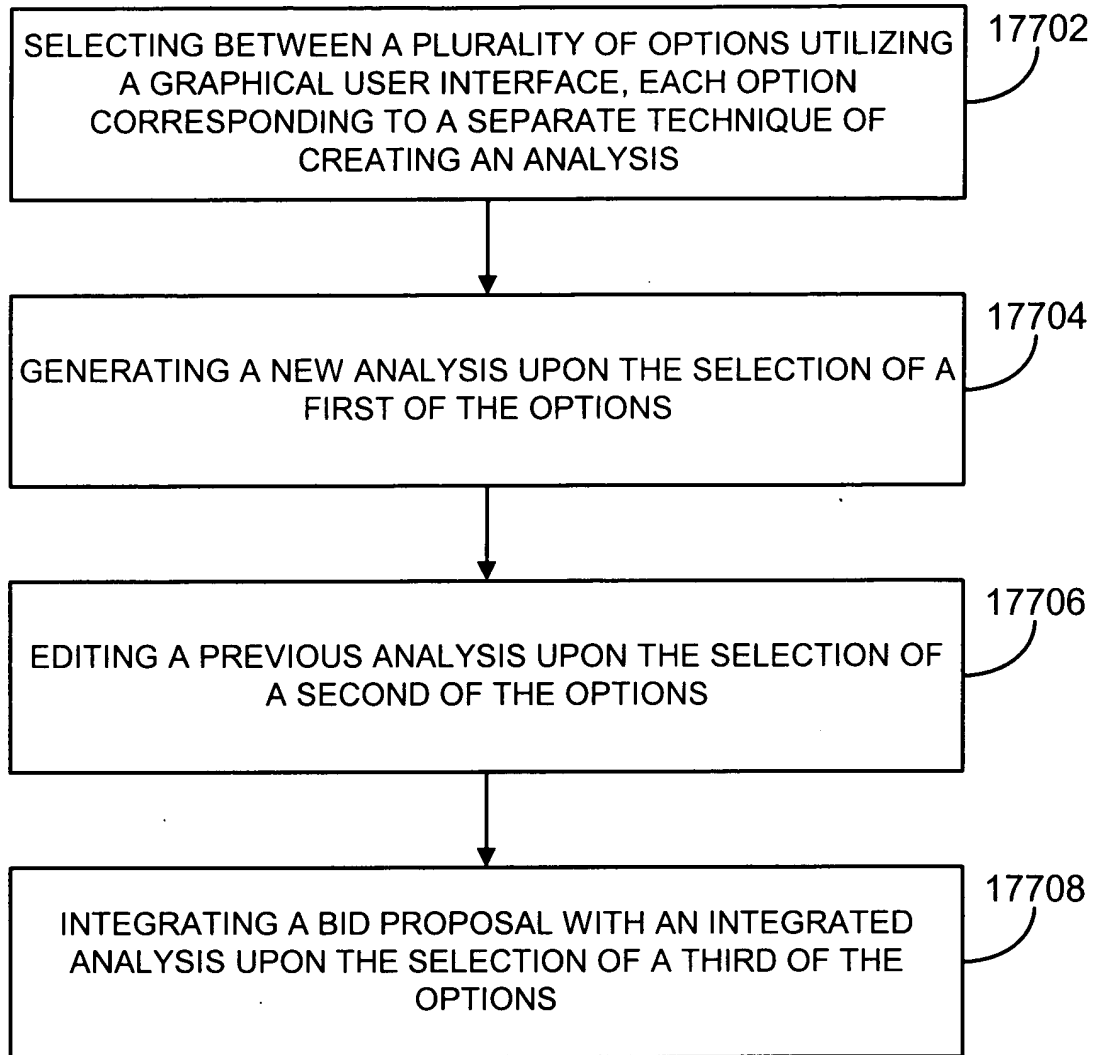
17600



**FIG. 176**

FOAM HOT CUPS & POLYSTYRENE LIDS

17700



**FIG. 177**

17800

|                             |                   |      |         |
|-----------------------------|-------------------|------|---------|
| <b>Analysis Name:</b>       | Hash Brown Actual |      |         |
| <b>Analysis ID:</b>         | 1036              |      |         |
| <b>Buyer:</b>               | Dennis Clabby     |      |         |
| <b>Period of Agreement:</b> | 10/1/97           | THRU | 9/30/98 |
| <b>Unit Of Measure:</b>     | CASE(S)           |      |         |

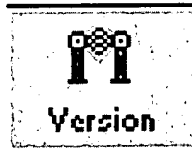
FIG. 178

17900

|  |               |                     |
|--|---------------|---------------------|
| <b>Version ( 1 ) of ( 9 )</b>                            |               | <b>Base version</b> |
| What is the max # of FOB points to allocate to each DC ? | One FOB       |                     |
| What is pricing method for this version ?                | FOB + Freight |                     |
| What is the RSI Invoice FOB Upcharge (Downcharge) ?      | 0.0000        |                     |
| Override RDC Truckload Validation?                       | No            |                     |
| <b>Solution Strategy:</b>                                | Standard      |                     |
| <b>Last Revision:</b>                                    |               | 9/15/97 1:04 PM     |

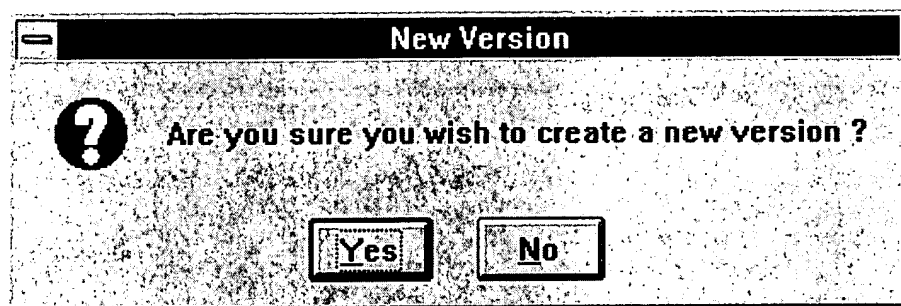
FIG. 179

18000



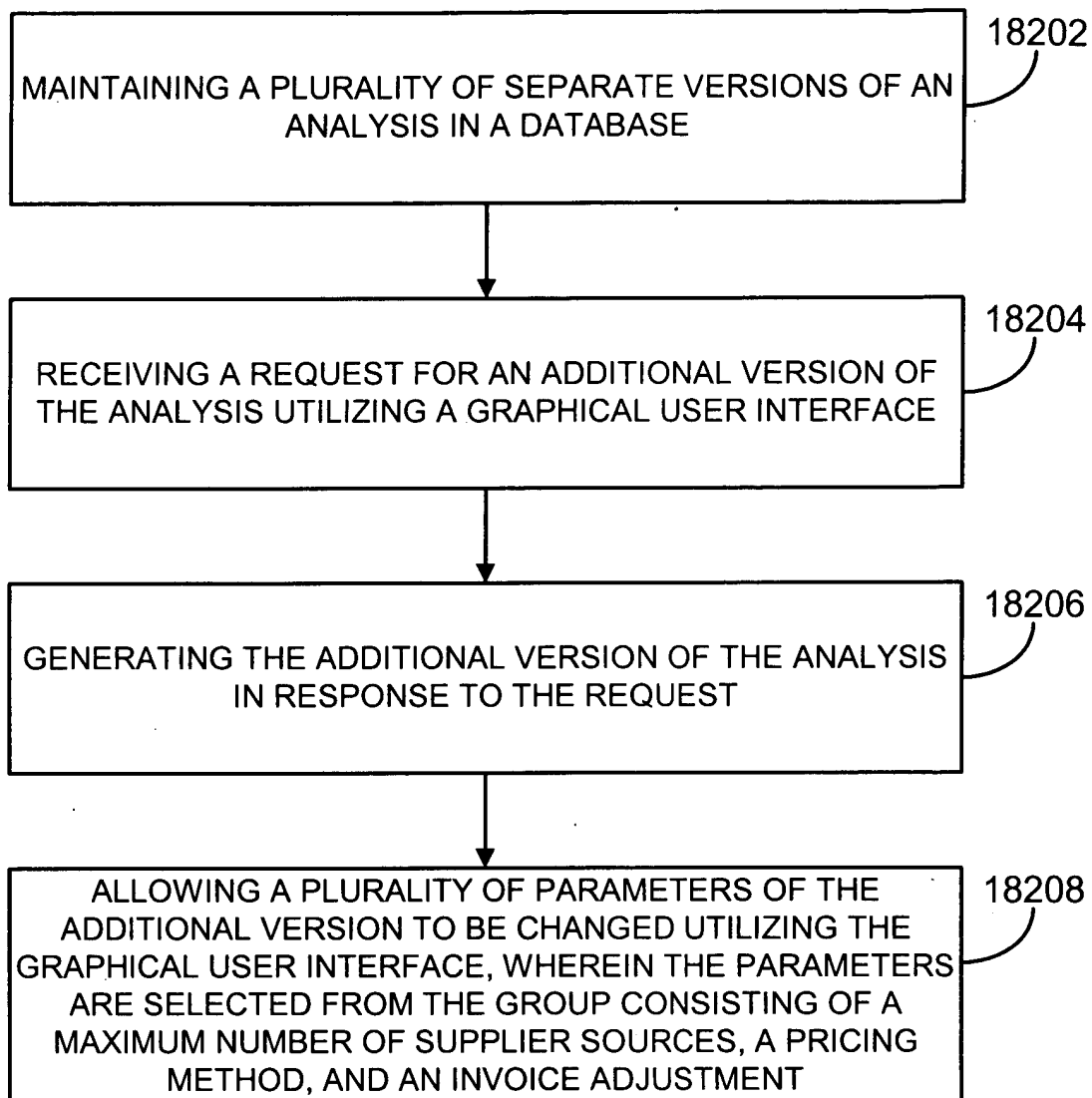
**FIG. 180**

18100



**FIG. 181**

18200



**FIG. 182**

FIG. 183

18300



| Search Query Reset |  |                 |
|--------------------|--|-----------------|
| Query Values       |  | 7 Rows Selected |
| Supplier FOB       |  |                 |
| DOP                |  |                 |
|                    |  |                 |
|                    |  |                 |
|                    |  |                 |
|                    |  |                 |

>

>>

| Supplier FOB                      |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA               |
| DOPACO-KINSTON, NC                |
| DOPACO-ST CHARLES, IL             |
| DOPACO-STOCKTON, CA               |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |

18302

FIG. 183

18400



| Item<br>Description | Conv.<br>Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36              |

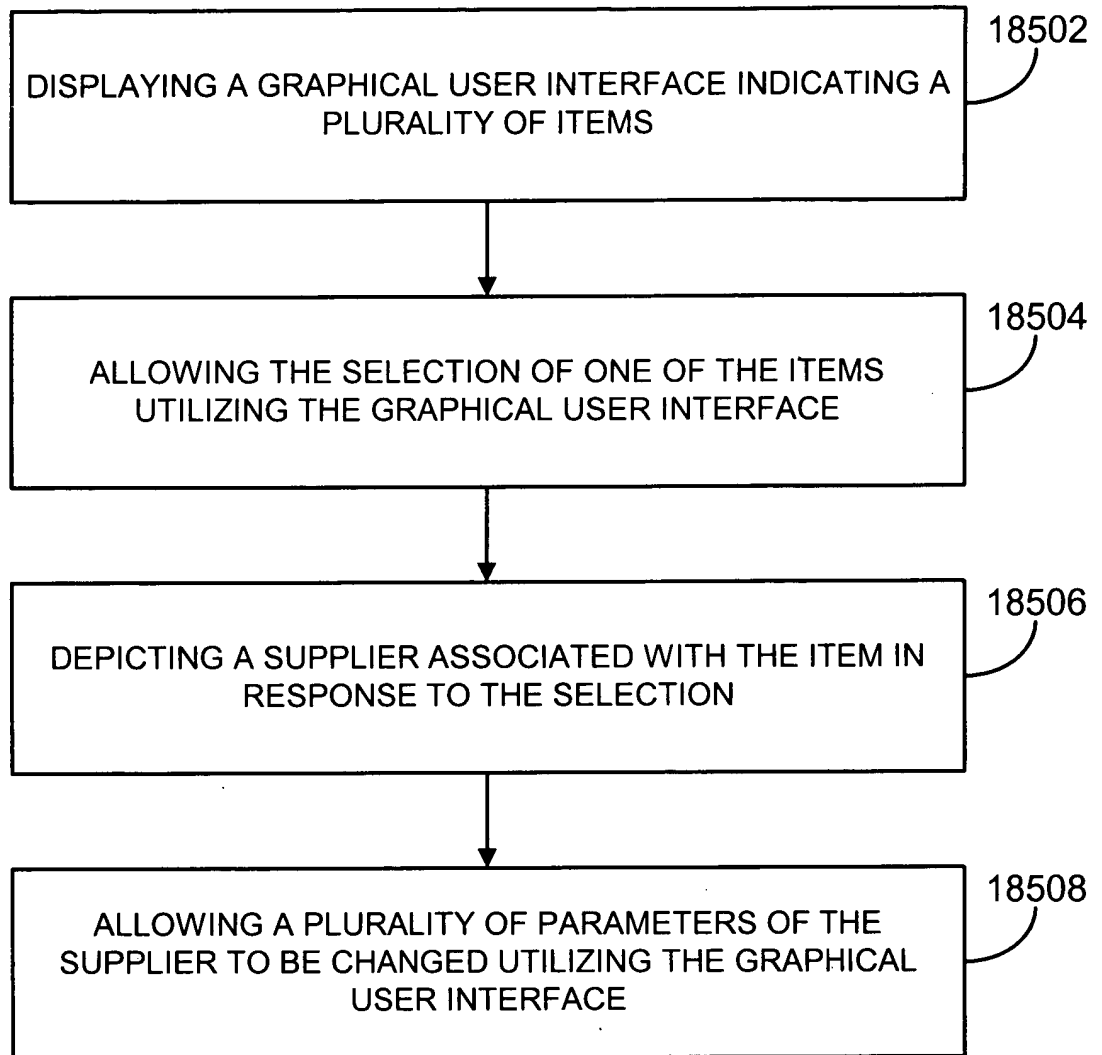
18402

FIG. 184

18400-3631860



18500



**FIG. 185**

18600

| Item Description | Supplier FOB           |
|------------------|------------------------|
| CUP-COLD 16 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 22 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 32 OZ   | DOPACO-DOWNINGTOWN, PA |

|                     |                |                      |   |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No:             | CP2942  |
| Items per Case:     |                | Tie Qty:             | 5   |
| Innerpack Contents: | 1200           | High Qty:            | 5   |
| Item Size:          |                | Cases Per Pallet:    | 25  |
| Item Shelf Life:    |                | Stacking Allowed:    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length:        | 22.125         | Mandatory Case Cube: | 3.43 CUBIC FEET   |
| Case Width:         | 15.125         | Cases Per Truckload: | 769   |
| Case Depth:         | 17.75          | Gross Weight:        | 29.28 POUND(S)  |
| Case U/M            | INCH(S)        | Net Weight:          | 27.28 POUND(S)  |

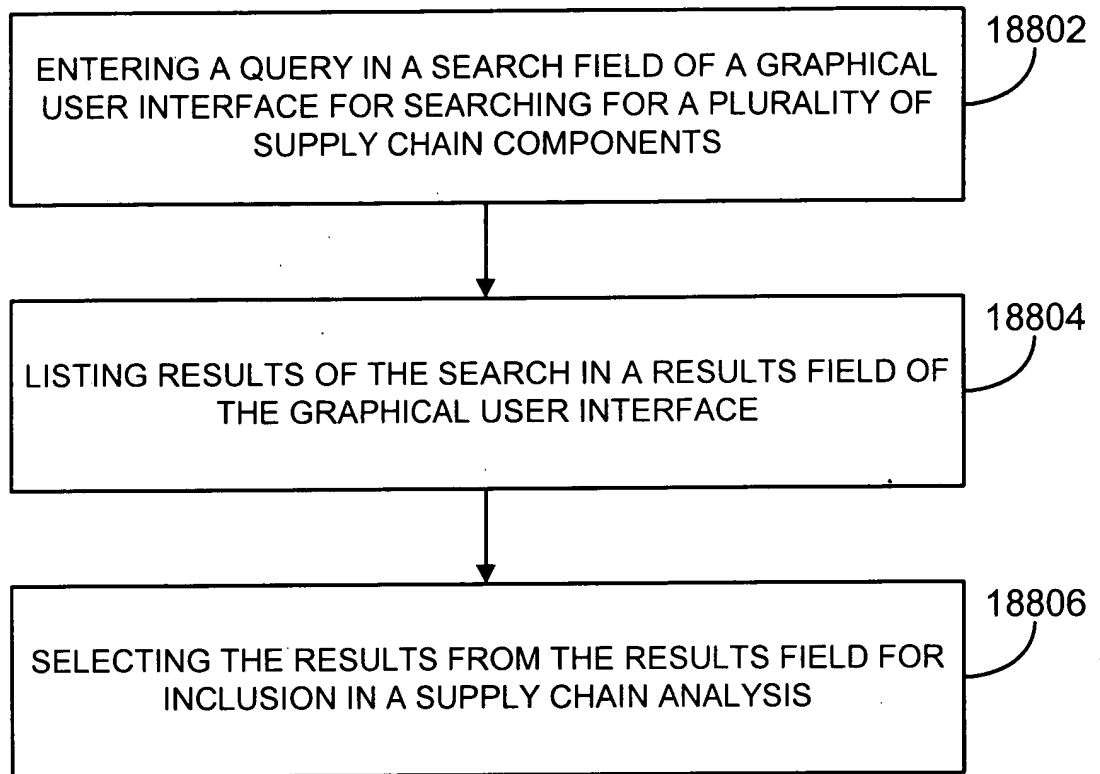
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

| Supplier                             | Terms | SLP/PLT | Minimum     | Maximum     | Include   |
|--------------------------------------|-------|---------|-------------|-------------|---|
| CAVENDISH FARMS                      |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| J.R. SIMPLOT COMPANY                 |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.                    |       | Pallet  | 200,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB                         |       |         | Minimum     | Maximum     | Include   |
| LAMB-WESTON, INC.-PASCO, WA          |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-RICHLAND WA        |       |         | 0           | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-AMERICAN FALLS, ID |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

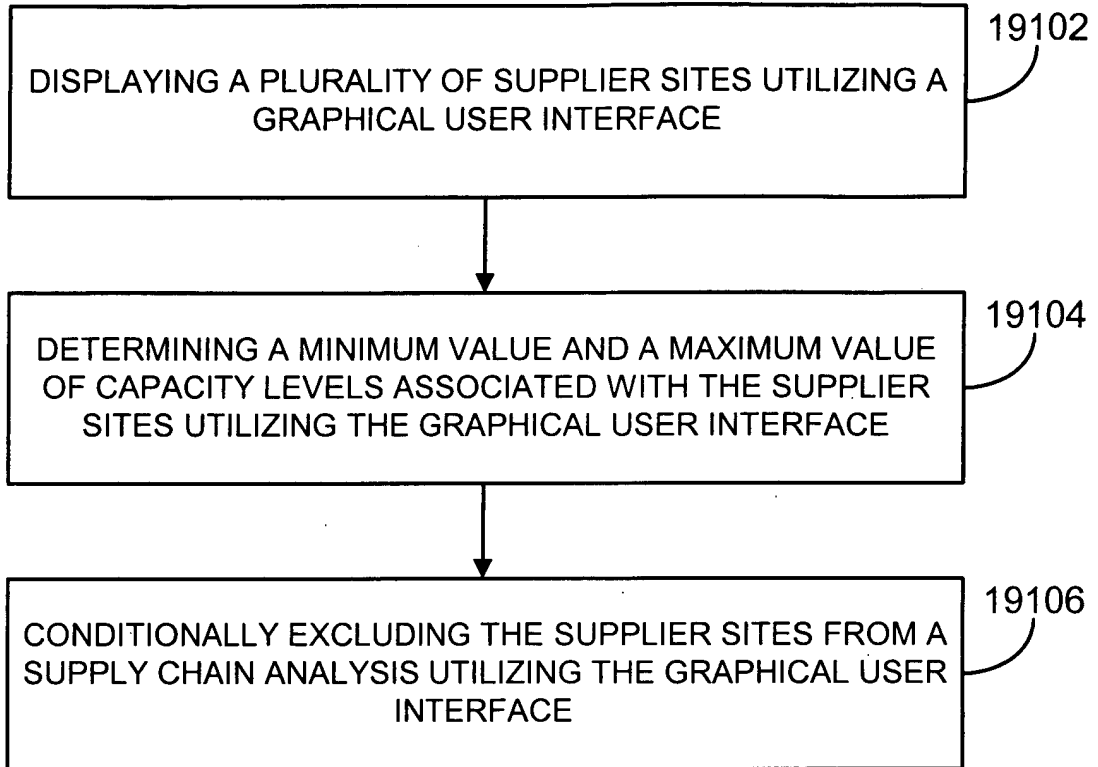
19000

| Supplier                                | Terms | SLP/PLT | Minimum     | Maximum     | Include   |
|---|-------|---------|-------------|-------------|---|
| MCCAIN FOODS                            |       | Pallet  |             |             | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| NESTLE FOOD COMPANY                     |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS                           |       | Pallet  | 225,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB                            |       |         | Minimum     | Maximum     | Include   |
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND |       |         | 18,000,000  | 30,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE   |       |         | 45,000,000  | 50,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, INC.-OTHELLO, WA          |       |         | 27,000,000  | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190

FOODS, INC. 363450

19100



**FIG. 191**

**FIG. 192**

[illegible]

**FIG. 193**

FIG. 194

19500



| Item Description |  | Supplier FOB                   |  |
|------------------|--|--------------------------------|--|
| FRIES-COATED     |  | CAVENDISH-PRINCE EDWARD        |  |
| FRIES-COATED     |  | J.R. SIMPLOT COMPANY-HERMISTON |  |
| FRIES-COATED     |  | LAMB-WESTON, INC-ASCO, WA      |  |

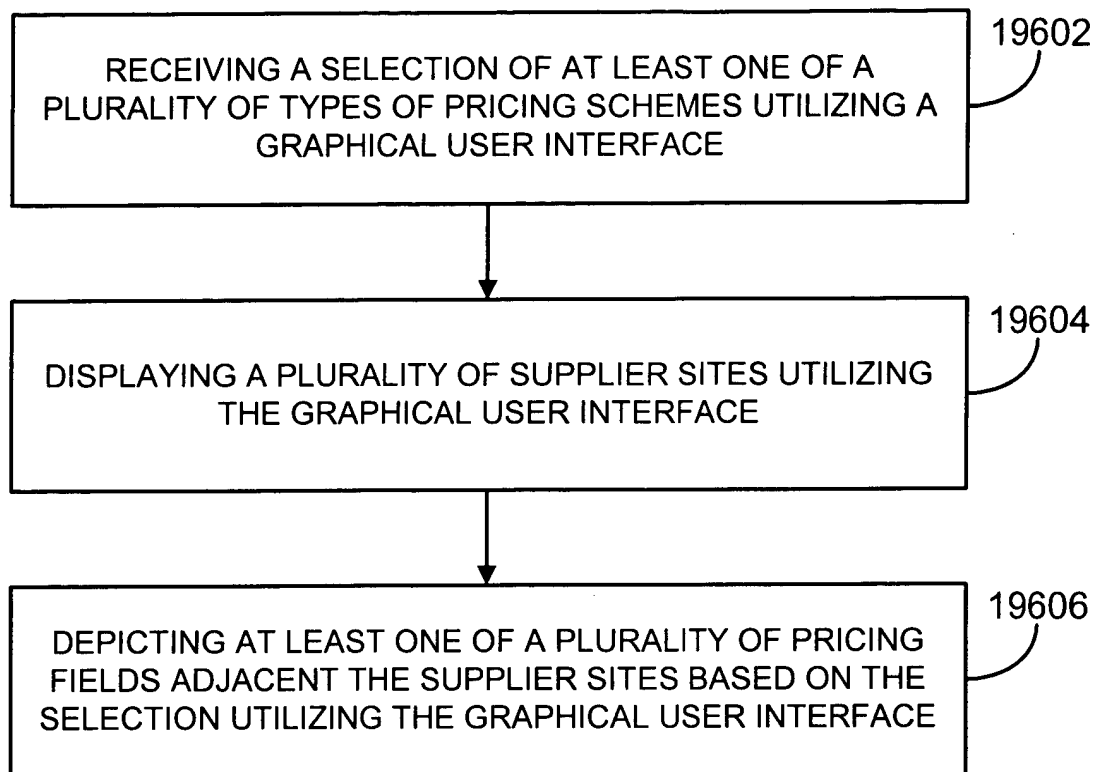
| Distribution Center     | Delivered | # | Volume |
|-------------------------|-----------|---|--------|
| AMERISERVE-OMAHA, NE    | 0.3750    | 0 | 0      |
| AMERISERVE-PLYMOUTH, MN | 0.3850    | 0 | 0      |
| AMERISERVE-WAUKESHA     | 0.3670    | 0 | 0      |
| FLEMING FOODS-KAPOLEI   | 0.4725    | 0 | 0      |
| KING PROVISION-ATLANTA  | 0.3950    | 0 | 0      |

FIG. 195

19500-3631-800



19600



**FIG. 196**

19700

| Total Rest. Growth Amount   |                     | Usage Period               |                            |
|-----------------------------|---------------------|----------------------------|----------------------------|
| 5.00%                       |                     | 19702 09/01/97 to 08/31/98 |                            |
| Distribution Center         | Current Rest. Count | Restaurant Growth %        | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE  | 27                  | 5.00%                      | 28                         |
| AMERISERVEPOST-DENVER       | 35                  | 5.00%                      | 37                         |
| AMERISERVEPOST-SALT LAKE,UT | 2                   | 5.00%                      | 2                          |
| AMERISERVE-OMAHA, NE        | 166                 | 5.00%                      | 174                        |

FIG. 197

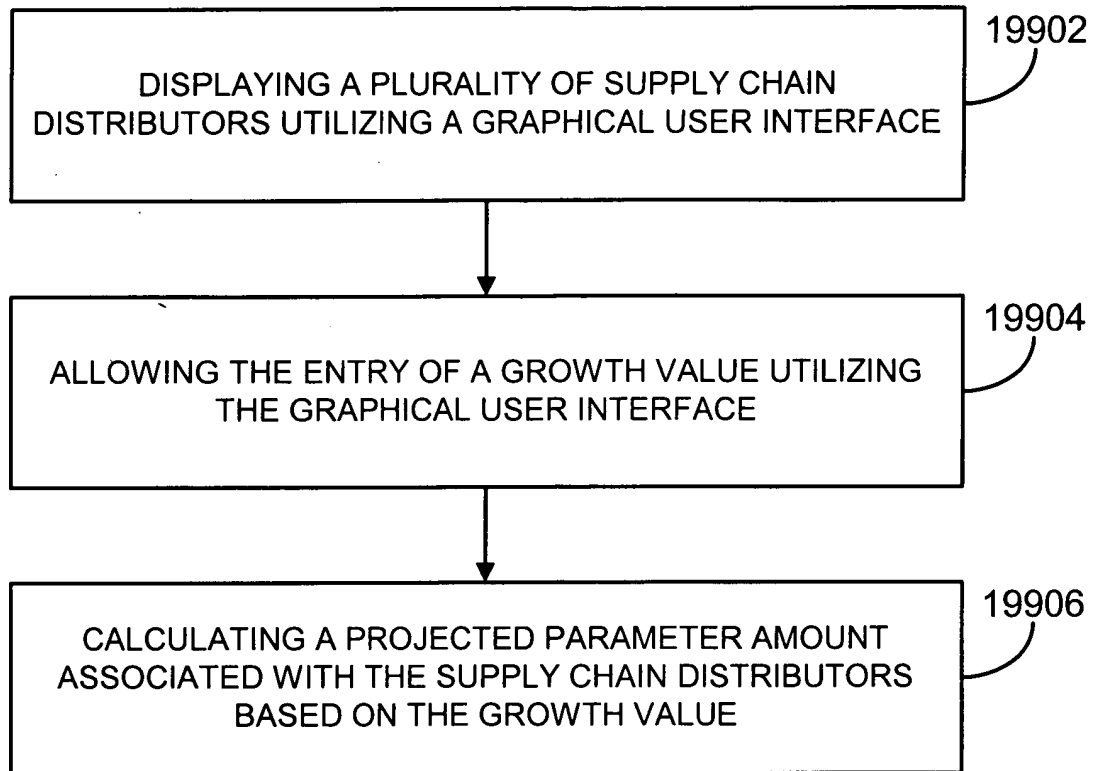
19800

| Item          | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | 0.00          |              |
|               |               |              |

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA          | 44,035         | 166                   | 98.49%       | 24.12     | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30     | 5.00%          | 40,823          |
| AMER-MILWAUK        | 38,520         | 188                   | 100.00%      | 19.02     | 0.00%          | 42,909          |

FIG. 198

19900



**FIG. 199**

20000

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center           | Lane Restriction             |  | Honor TL Rate            |
|-------------------------------|------------------------------|--|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE   | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER        | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE          | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN       | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

FIG. 200

20002

20100

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center         | Lane Restriction                        |  |
|-----------------------------|---|--|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver            | <input checked="" type="radio"/> Required <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER      | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded            |

FIG. 201

20200


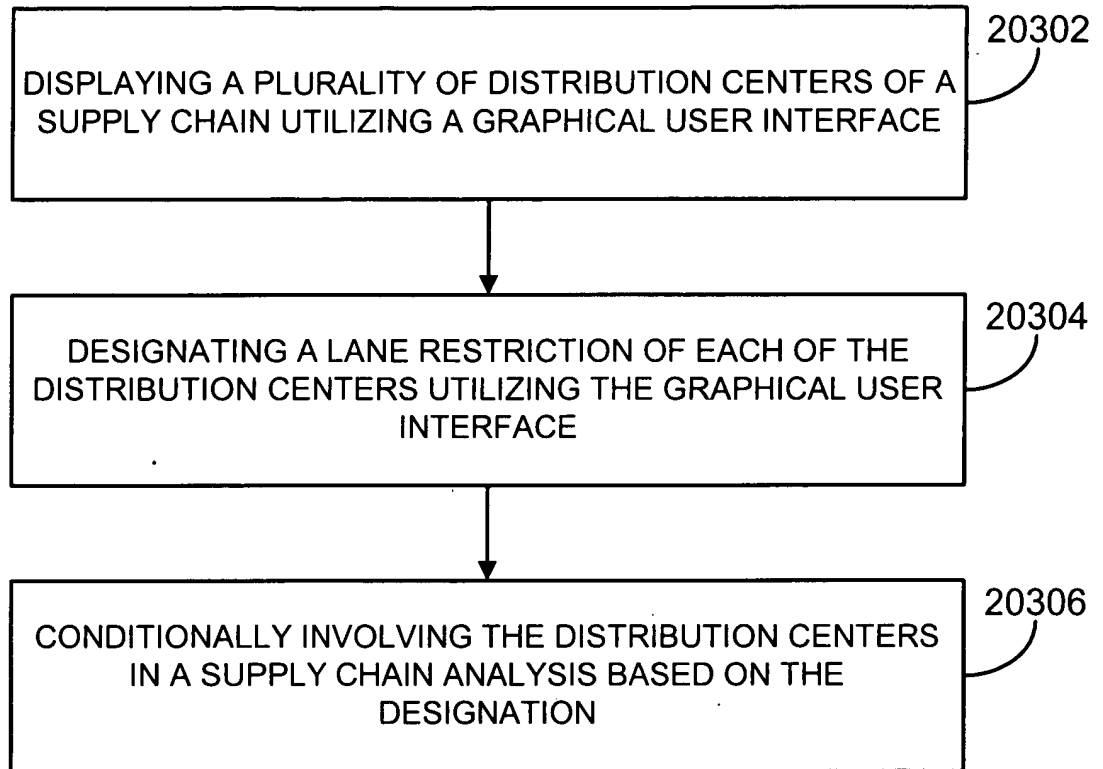
| Invalid Selection   |  |
|---|--|
|  | AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR. |
| <input type="button" value="OK"/>   |  |

FIG. 202

FIG. 200 20100 20200

20300



**FIG. 203**

20400

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center          | Truckload Freight | Lane Distance |
|------------------------------|-------------------|---------------|
| AMERISERVEPOST-ALBUQUERQUE   | 1,617             |               |
| AMERISERVEPOST-DENVER        | 1,277             |               |
| AMERISERVEPOST-SALT LAKE, UT | 691               |               |

FIG. 204

20500

| Supplier FOB                  |              | Address |       |
|-------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR      | Fort Smith   | AR      | 72904 |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR      | 72638 |
| TYSON FOODS-RUSSELVILLE AR    | Russelville  | AR      | 72801 |

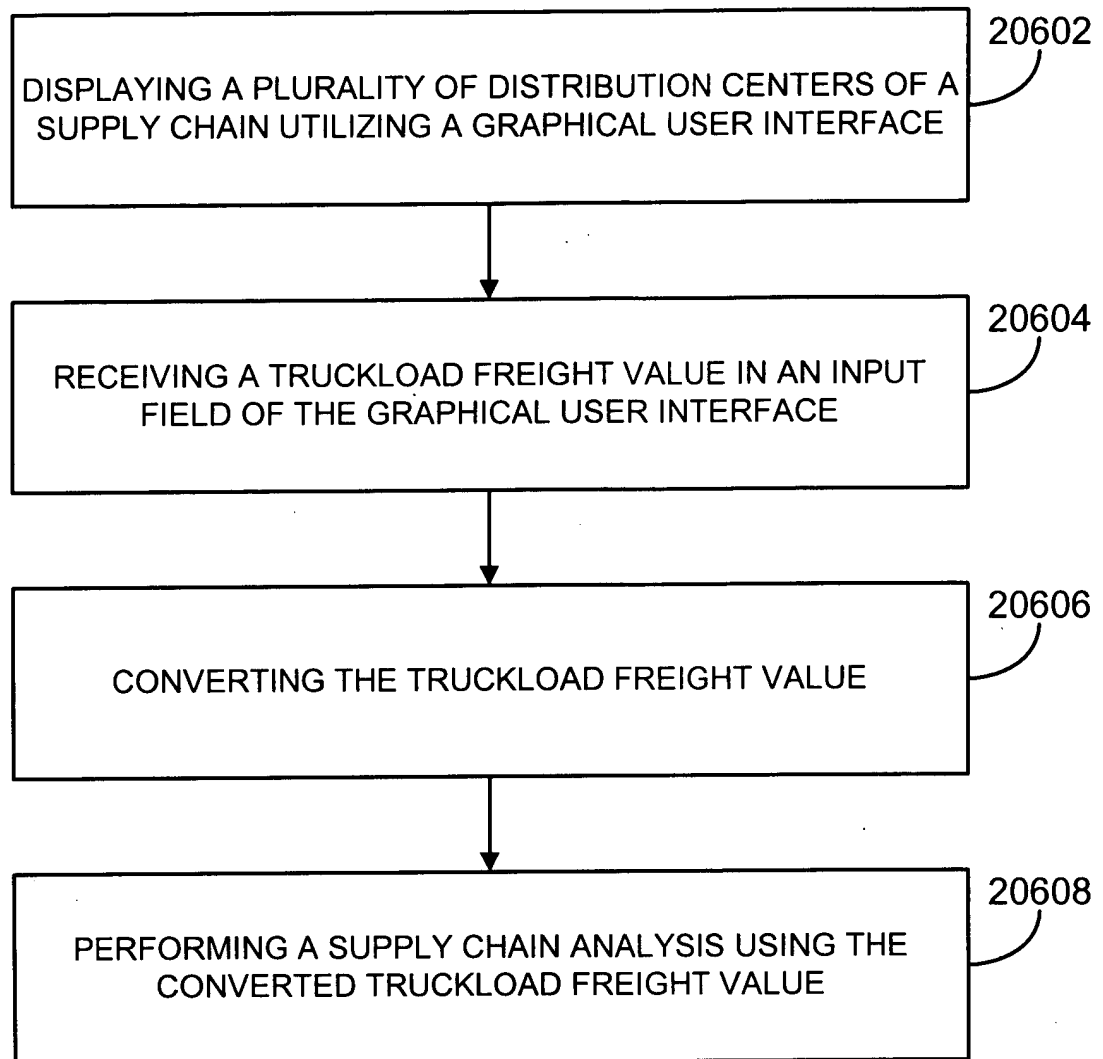
  

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 3,000 LBS | 3,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|
| PS-ATLANTA          | 15,000 |             |                |                    |                     | 1.10                 |              |
| PS-BURLINGTON       | 15,000 | 400.00      |                |                    |                     | 1.20                 |              |

FIG. 205

FIG. 204

20600



**FIG. 206**

FIG. 207

20700

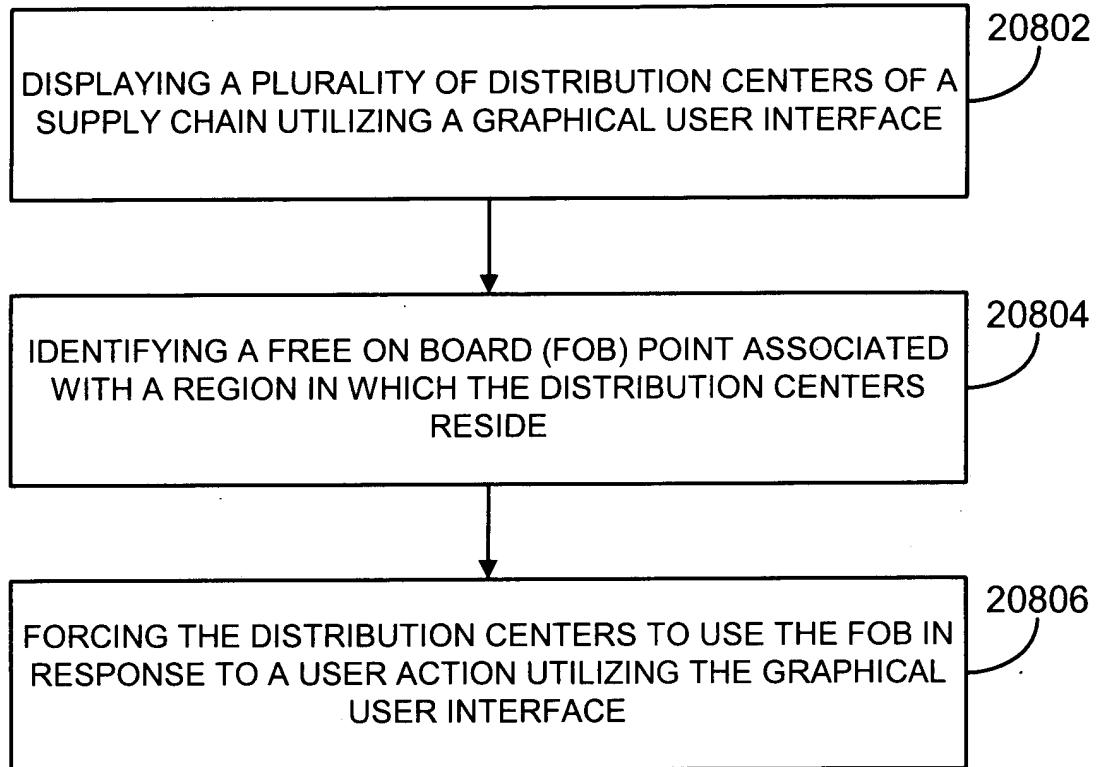


| Analysis Region               |  | Force FOB   |
|-------------------------------|--|---|
| MCCABE-PORTLAND/RNW-ANCHORAGE |  | <input checked="" type="radio"/> Yes <input type="radio"/> No |
|                               |  |   |
| Distribution Center Name      |  | Site Role   |
| MCCABE QUALITY FOODS-PORTLAND |  | Corporate & FOB Point   |
| RESTAURANTS NW-ANCHORAGE      |  | Corporate & FOB Point   |

FIG. 207



20800



**FIG. 208**

20900

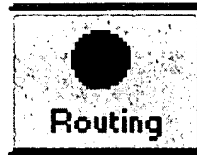


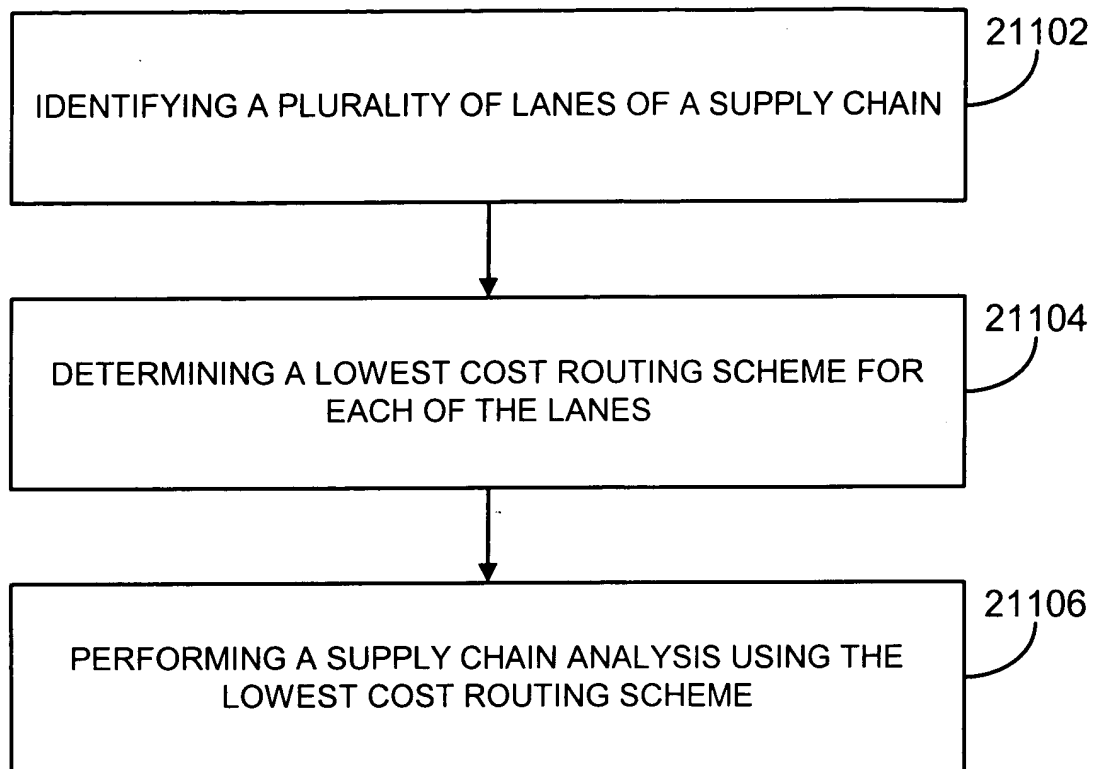
FIG. 209

21000

| Report Selection           |   |
|----------------------------|---|
| Report Type:               | Report Name:                                  |
| Optimal Product Routing    | Freight Information Provided                  |
| <b>Report Parameters:</b>  | Freight Information Provided                  |
| Supplier: (All)            | LTL Routing Grid By Lane                      |
| Supplier FOB: (All)        | Routing Results By Lane                       |
| Distribution Center: (All) | Routing Results By Lane, Item                 |
|                            | Routing Results w/ RDC Breakout By Lane       |
|                            | Routing Results w/ RDC Breakout By Lane, Item |
| Version: Base Version      | TL Freight Variance Analysis                  |

FIG. 210

21100



**FIG. 211**

21200

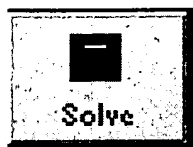


FIG. 212

21300

21302

**Report Selection**

Report Type: Awarded Volume Report Name: Awarded Volume by Item - Detail

- Awarded Volume
- Comparison Reports
- Cost Matrix Preview
- Optimal Product Routing
- Tab Reports

ew Capacity & Prices

FIG. 213

21400

Awarded Volume by Item - Detail  
 Awarded Volume by Item - Detail  
 Awarded Volume by Item - Freight  
 Awarded Volume by Item - Summary  
 Competing DC Freight Analysis by Item  
 Lane Assignment Matrix  
 Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)  
 Invoice FOB Detail Comparison (with conversion)  
 Invoice FOB Savings Comparison (no conversion)  
 Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

|                    |   |
|--------------------|---|
| Report Type:       | Report Name:                                |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

**FIG. 216**

21700

|   |
|---|
| Report Name:                                  |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions: Base version  
With LTL riding with CCF, forced TL  
LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

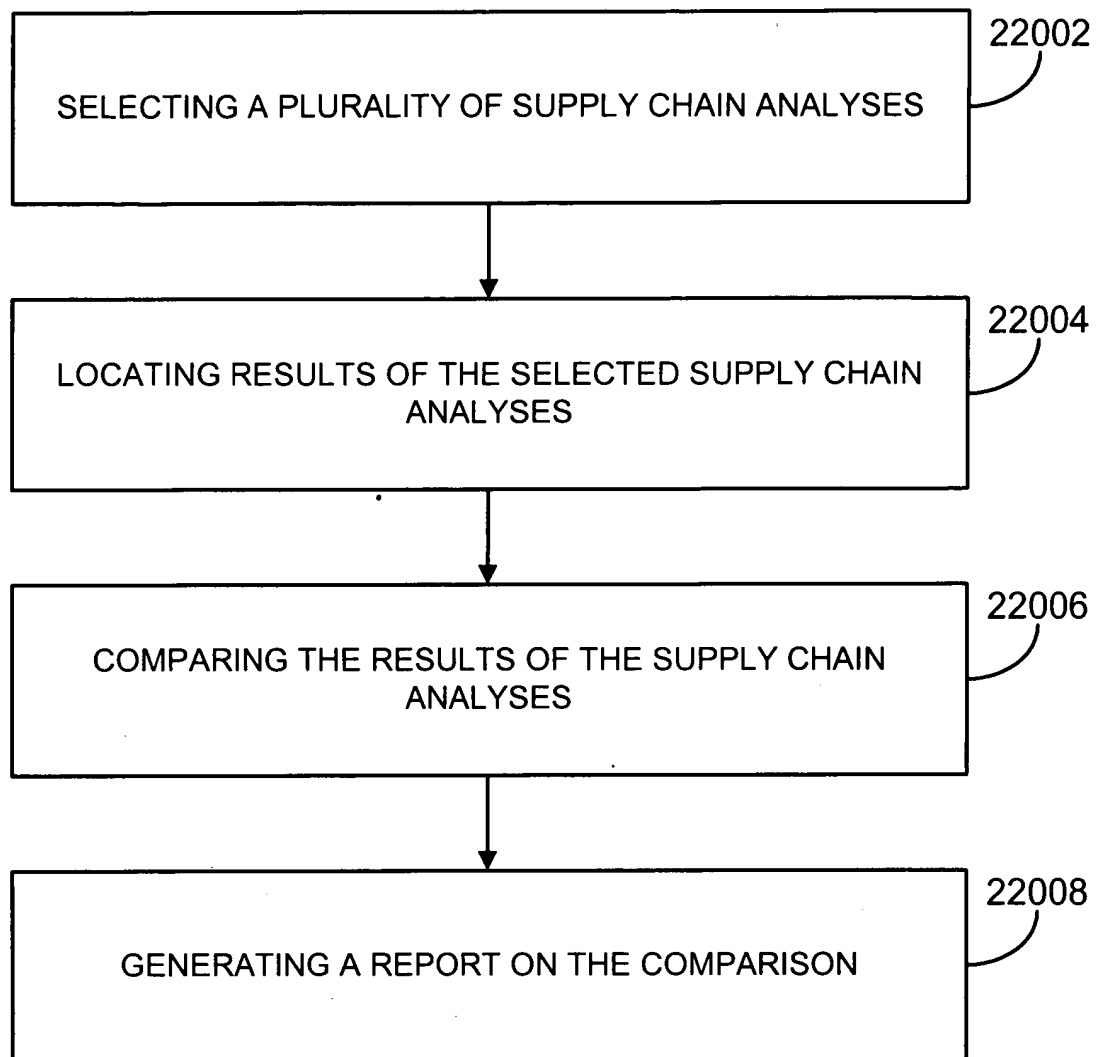
21900



FIG. 219

FIG. 218

22000



**FIG. 220**

22100

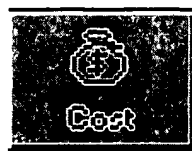


FIG. 221

22200

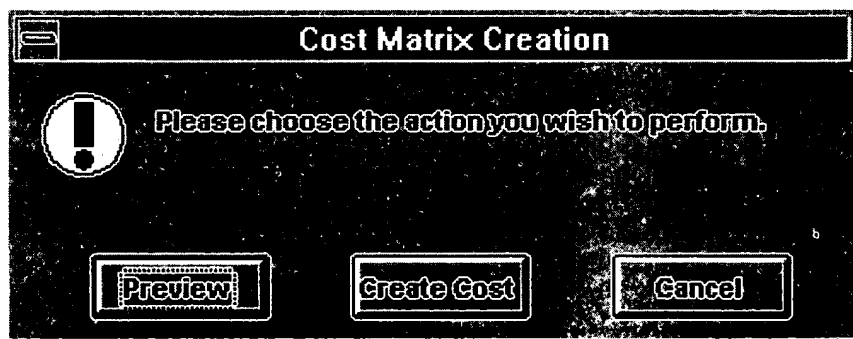


FIG. 222



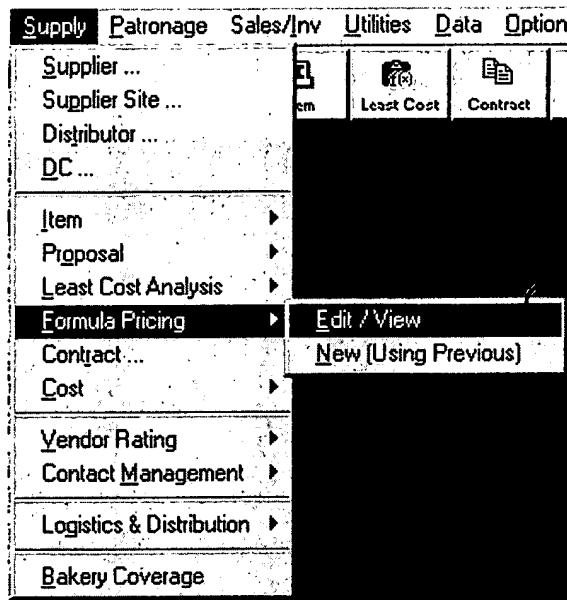


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

| Formula Pricing - BEEF - 77% - 04/06/98 |                         |                         |                         |                         |                         |                         |                            |                         |                            |                            |                     |                           |  |
|---|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|---------------------------|--|
| General Info                            |                         | Pricing                 | Freight                 | Formulas                | Block Cost              | Adjustments             |                            |                         |                            |                            |                     |                           |  |
| Date                                    | FRSH<br>DOM 50%<br>TRIM | FRSH<br>DOM 65%<br>TRIM | FRSH<br>DOM 73%<br>TRIM | FRSH<br>DOM 75%<br>TRIM | FRSH<br>DOM 80%<br>LEAN | FRSH<br>DOM 85%<br>LEAN | FRSH<br>DOM 90%<br>LEAN BL | FRSH<br>DOM 90%<br>LEAN | FRSH<br>DOM 90%<br>LEAN YW | FRZN<br>DOM 90%<br>LEAN BL | IMP AUS<br>90% LEAN | Lean<br>Fine Txtr<br>Beef |  |
| 3/23/98                                 | 0.8800                  | 0.9100                  | 0.9052                  | 0.9300                  | 0.9318                  | 0.9900                  | 0.9900                     | 0.9950                  | 1.0000                     | 0.9500                     | 0.9500              | 0.7960                    |  |
| 03/24/98                                | 0.8800                  | 0.9100                  | 0.9149                  | 0.9400                  | 0.9224                  | 0.9800                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9400                     | 0.9600              | 0.8400                    |  |
| 03/25/98                                | 0.8800                  | 0.9150                  | 0.8857                  | 0.9100                  | 0.9224                  | 0.9800                  | 1.1000                     | 1.1500                  | 1.2000                     | 0.9500                     | 0.9300              | 0.9200                    |  |
| 03/26/98                                | 0.8850                  | 0.9155                  | 0.8945                  | 0.9190                  | 0.9275                  | 0.9855                  | 1.2000                     | 1.2500                  | 1.3000                     | 0.9600                     | 0.9500              | 1.0000                    |  |
| 03/27/98                                | 0.8900                  | 0.9200                  | 0.9344                  | 0.9600                  | 0.9275                  | 0.9855                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9550                     | 0.9800              | 0.8400                    |  |
| 03/30/98                                | 0.8800                  | 0.9300                  | 0.9441                  | 0.9700                  | 0.9318                  | 0.9900                  | 0.9995                     | 0.9998                  | 1.0000                     | 0.9870                     | 0.9650              | 0.7998                    |  |
| 03/31/98                                | 0.8860                  | 0.9160                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.1250                  | 1.1500                     | 0.9550                     | 0.9870              | 0.9000                    |  |
| 04/01/98                                | 0.8700                  | 0.9200                  | 0.9393                  | 0.9650                  | 0.8224                  | 0.9800                  | 1.2000                     | 1.2300                  | 1.2600                     | 0.9630                     | 0.9630              | 0.9840                    |  |
| 04/02/98                                | 0.8500                  | 0.9400                  | 0.9490                  | 0.9750                  | 0.9318                  | 0.9900                  | 1.0000                     | 1.0250                  | 1.0500                     | 0.9540                     | 0.9870              | 0.8200                    |  |
| 04/03/98                                | 0.8515                  | 0.9700                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.0750                  | 1.0500                     | 0.9580                     | 0.9870              | 0.8600                    |  |
|   | 0.8753                  | 0.9247                  | 0.9275                  | 0.9529                  | 0.9300                  | 0.9881                  | 1.0690                     | 1.0950                  | 1.1210                     | 0.9572                     | 0.9658              | 0.8760                    |  |

FIG. 225

22600

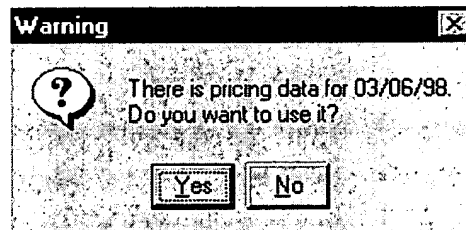


FIG. 226

22700

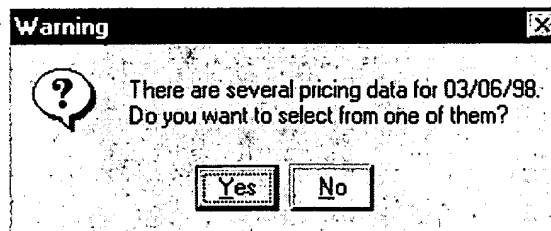
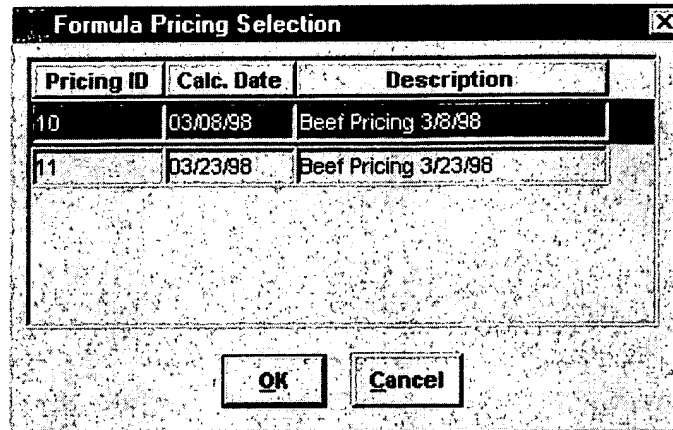


FIG. 227

22800



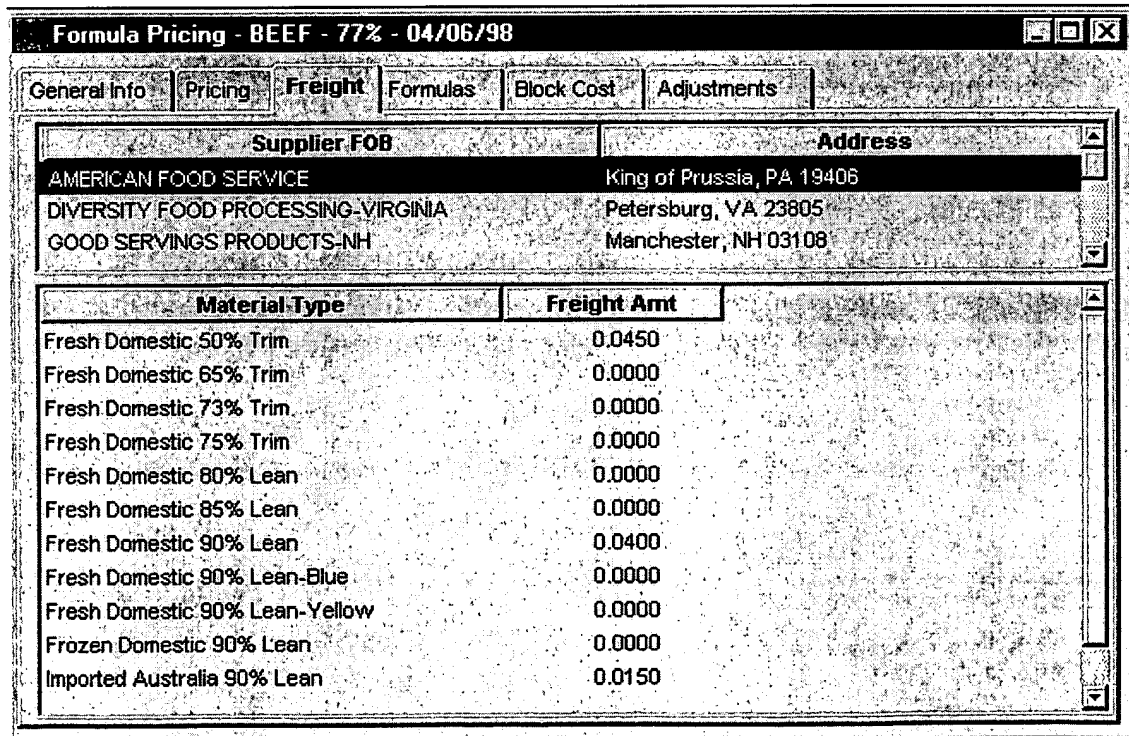
A dialog box titled "Formula Pricing Selection" with a close button (X) in the top right corner. It contains a table with three columns: "Pricing ID", "Calc. Date", and "Description".

| Pricing ID | Calc. Date | Description          |
|------------|------------|----------------------|
| 10         | 03/08/98   | Beef Pricing 3/8/98  |
| 11         | 03/23/98   | Beef Pricing 3/23/98 |

At the bottom of the dialog box are two buttons: "OK" and "Cancel".

FIG. 228

22900



A window titled "Formula Pricing - BEEF - 77% - 04/06/98" with standard window controls (min, max, close) in the top right. It features a tabbed interface with tabs for "General Info", "Pricing", "Freight", "Formulas", "Block Cost", and "Adjustments". The "Freight" tab is currently selected.

Under the "Freight" tab, there are two sections:

- Supplier FOB**: A list of suppliers and their addresses.
 

| Supplier FOB                       | Address                   |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE              | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805      |
| GOOD SERVINGS PRODUCTS-NH          | Manchester, NH 03108      |
- Material Type**: A list of material types and their corresponding freight amounts.
 

| Material Type                  | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim        | 0.0450      |
| Fresh Domestic 65% Trim        | 0.0000      |
| Fresh Domestic 73% Trim        | 0.0000      |
| Fresh Domestic 75% Trim        | 0.0000      |
| Fresh Domestic 80% Lean        | 0.0000      |
| Fresh Domestic 85% Lean        | 0.0000      |
| Fresh Domestic 90% Lean        | 0.0400      |
| Fresh Domestic 90% Lean-Blue   | 0.0000      |
| Fresh Domestic 90% Lean-Yellow | 0.0000      |
| Frozen Domestic 90% Lean       | 0.0000      |
| Imported Australia 90% Lean    | 0.0150      |

FIG. 229

FIG. 228

2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 2680, 2681,

**FIG. 231**

23200

| Formula Pricing - BEEF - 77% - 04/06/98                      |          |        |           |        |             |                |
|--|----------|--------|-----------|--------|-------------|----------------|
| General Info Pricing Freight Formulas Block Cost Adjustments |          |        |           |        |             |                |
| Formula  | Raw Cost | Yield  | FOB Price | Margin | Adjustments | Adj. FOB Price |
| AFS-1  | 0.9840   | 0.9850 | 0.9990    | 0.1232 | 0.0000      | 1.1222         |
| DIV-1  | 0.9941   | 0.9820 | 1.0123    | 0.1669 | 0.1500      | 1.3292         |
| GS-1   | 0.9866   | 0.9830 | 1.0037    | 0.1287 | 0.0000      | 1.1324         |
| S&C-1  | 0.9721   | 1.0000 | 0.9721    | 0.1457 | 0.0000      | 1.1178         |
| SER-1  | 0.9684   | 0.9850 | 0.9831    | 0.1325 | 0.0000      | 1.1156         |
| TEX-1  | 0.9916   | 0.9850 | 1.0067    | 0.1232 | 0.0000      | 1.1299         |
| Amount Adjustment Desc                                       |          |        |           |        |             |                |
| 0.1500 Upcharge  |          |        |           |        |             |                |

FIG. 232

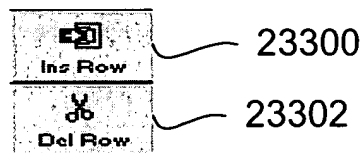


FIG. 233

23400



FIG. 234

23500

| Formula Maintenance     |                                    |                                 |            |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID              | Facility                           | Description                     | Short Name |
| 5                       | AMERICAN FOOD SERVICE              | American Food Service Formula A | AFS-1      |
| 7                       | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b                | DIV-1      |
| 8                       | GOOD SERVINGS PRODUCTS - NH        | Good Servings Formula 1         | GS-1       |
| Number of Rows: 14      |                                    |                                 |            |
| Material Type           |                                    | Begin Date                      | Percentage |
| Fresh Domestic 50% Trim |                                    | 10/03/1997                      | 31.2000%   |
| Fresh Domestic 73% Trim |                                    | 10/01/1996                      | 20.0000%   |
| Fresh Domestic 85% Lean |                                    | 10/01/1997                      | 5.0000%    |
| Fresh Domestic 90% Lean |                                    | 10/01/1997                      | 18.8000%   |
| Number of Rows: 6       |                                    |                                 | 100.0000%  |

FIG. 235

| Supply                   | Patronage | Sales/Inv | Utilities | Window | Hel |
|--------------------------|-----------|-----------|-----------|--------|-----|
| Supplier                 |           |           |           |        |     |
| Supplier Site ...        |           |           |           |        |     |
| Distributor              |           |           |           |        |     |
| DC                       |           |           |           |        |     |
| Item                     |           |           |           |        |     |
| Proposal                 |           |           |           |        |     |
| Least Cost Analysis      |           |           |           |        |     |
| Formula Pricing          |           |           |           |        |     |
| Contract                 |           |           |           |        |     |
| Cost                     |           |           |           |        |     |
| Vendor Rating            |           |           |           |        |     |
| Contact Management       |           |           |           |        |     |
| Logistics & Distribution |           |           |           |        |     |
| Bakery Coverage          |           |           |           |        |     |

23600

FIG. 236